

# GRAIN DEALERS JOURNAL

## Service—Your Only Path to Success

There is but *one* road to success in this world and that *one* is based solidly upon *service*.

No merchandise can be successfully sold unless it is something which people need, or at least think they need. Goods of every description, feedstuffs, field seeds, salt, coal or fertilizer, would be without value if they did not serve some demand of usefulness. The middleman who efficiently expedites the producers' grain on its way to the consumer performs a real service to both, while the radical agitator who maligns existing marketing methods has no experience in or facilities for serving either. His persistence in attempting to get control of the farmers' grain for five years proves he has no intention of serving. He seeks to enslave.

The same is true of labor, whether it be manual work or that requiring sales ability. It would neither be used or paid for if it were not actually necessary to meet human needs.

The whole structure of business is built upon the *needs* of mankind and is carried on only by that *service* which meets these needs.

Big manufacturing concerns, with their thousands of workers and scores of clerks and salesmen, are built up on *service*. Stores, large and small, and their entire organizations owe their success to the fact that they are rendering *service*.

The *service* by virtue of which the manufacturer thrives, by which the grain dealer and the storekeeper prosper, and by which *you* earn your livelihood and advancement, are all one and the same thing,

for you are all meeting the needs of mankind.

The mechanical operation of forwarding the farmer's grain to market and paying him for it is only a small part of your *service*.

How *intelligently* you do this; how efficiently you clean, grade and load the grain; with what discrimination you select a market, and how well you please the individual customer—*these are the big things*.

**Unless** you get the right angle on this matter of *service*, you'll never be *right* to your customers, or *right* to yourself. You'll never really enjoy your work or be as big and valuable as you ought to be. Under conditions of this sort you can hardly expect to advance rapidly.

Are you working in harmony with the rest of your organization, with the true spirit of team-work—"all for one and one for all"? Then you are fulfilling the first requirement of *service* to your business.

Do you know the markets from A to Z, so that you can give farmers any information asked for *instantly*, and can you discuss problems of production and marketing intelligently? If you do this you are fulfilling the first requirement of *service* to your customers.

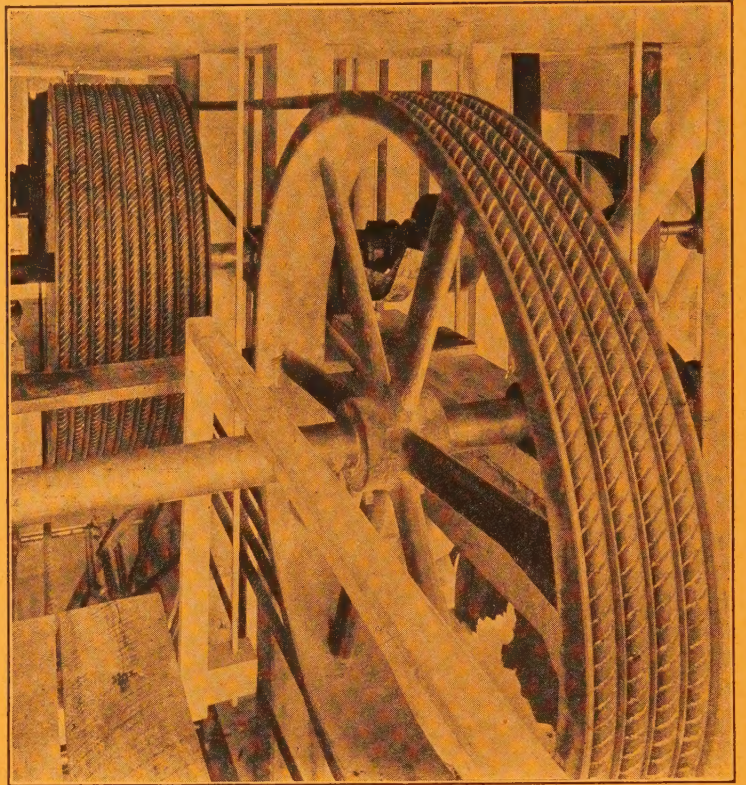
Are you so prompt, polite and pains-taking that customers leave your elevator feeling perfectly satisfied? Then you are fulfilling the final requirement of *service* to your customers.

Think service, act service, make it a part of your daily life—and see how much more successful you will be.





# You Can Stop Your Power Losses!



Stop the thief that steals, yes, literally steals your money by stealing your power. Do away with those faulty transmission systems that creep and slip, absorbing the energy your power plant develops.

Equip with Columbian Transmission Rope now and enjoy the many advantages it offers, and for lesser maintenance cost than your present system. The proper Rope never slips. It delivers full power without the least variation in speed. It is silent and positive.

For genuine economy, long life and satisfactory service, be particular to get Columbian *Tape-Marked* Pure Manila Transmission Rope. It is made of selected pure Manila fibre of extreme length and strength. Modern machines operated by master workmen, convert this choice fibre into the Rope of proven merit.

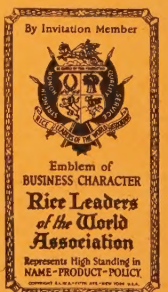
Columbian can always be identified by the red, white and blue *Tape-Marker* contained throughout the length of one strand. This marker carries the significant printed message "Guaranteed Rope, made by Columbian Rope Co., Auburn, N. Y." Insist on its presence in the next Rope you buy.

## Columbian Rope Company

322-60 Genesee Street

Auburn, "*The Cordage City*" N. Y.

Branches:— New York Chicago Boston Houston





## Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

*HAVING YOUR name in this directory will introduce you to many old and new firms during the year, whom you do not know or could not meet in any other way. Many new concerns are looking for connections, seeking an outlet or an inlet, possibly in your territory. It is certain that they turn to this recognized Directory, and act upon the suggestions it gives them.*

### ATCHISON, KANS.

Blair Elevator Corp., The, grain merchants.\*

### ATLANTA, GA.

Commercial Exchange Members.

Haym & Co., M. H., wholesale brokers, grain, hay.\*

### BALTIMORE, MD.

Chamber of Commerce Members.

Baltimore Grain Co., grain receivers, exporters.\*  
Beer & Co., Inc., E. H., grain, hay, seeds.\*  
Dennis & Co., grain merchants.\*  
Gill & Fisher, receivers and shippers.\*  
Hammond, Snyder & Co., Inc., receivers, exporters.\*  
Hax & Co., G. A., grain, hay, seeds.\*  
Jones & Co., H. C., receivers, shippers, exporters.\*  
Lederer Bros., grain receivers.\*  
Robinson & Jackson, grain commission merchants.\*  
Steen & Bro., E., grain receivers and exporters.\*

### BLOOMINGTON, ILL.

Hasenwinkle-Scholer Co., corn and oats.\*

### BOSTON, MASS.

Chamber of Commerce Members.

Benzaquin, Matthew D., grain brokerage commission.\*

### BUFFALO, N. Y.

Corn Exchange Members.

Armour Grain Co., grain merchants.\*  
Burns Bros. Grain Corp., grain commission.\*  
Davis, Inc., A. C., grain.\*  
Globe Elevator Co., receivers & shippers.  
Great Lakes Grain Co., Inc., receiving & forwarding.  
Harold, A. W., grain, barley a specialty.  
McKillop, Inc., J. G., receivers and shippers.\*  
Pratt & Co., receivers, shippers of grain.\*  
Ratcliffe S. M., commission merchant.\*  
Seymour Wood Grain Co., consignments.\*  
Sunset Grain & Feed Co., grain & feed.\*  
Tayntor & Shaw, receivers & shippers.\*  
Townsend Ward Co., The, consignments.\*  
Watkins Grain Co., grain commission.

### CAIRO, ILL.

Board of Trade Members.

Cairo Grain Com. Co., consignments.\*  
Halliday Elevator Co., grain dealers.\*  
Hastings Co., Samuel, receivers & shippers.\*  
Hastings-Stout Co., grain merchants.\*  
Lynch Grain Co., grain dealers.\*  
Thistlewood & Co., grain and hay.\*

### CEDAR RAPIDS, IOWA.

King Wilder Grain Co., grain shippers.\*  
Murrel Grain Co., Ray, recvrs. and shpr.\*  
Piper Grain & Mfg. Co., receivers and shippers.\*

### CHICAGO, ILL.

Board of Trade Members.

Armour Grain Co., grain buyers.\*  
Badenoch Co., J. J., grains, millfeeds, concentrates.\*  
Bailey & Co., E. W., grain commission merchants.\*  
Bartlett-Frazier Co., grain merchants.\*  
Brennan & Co., John E., grain commission merchants.\*  
Carhart Code Harwood Co., grain commission.\*  
Clement, Curtis & Co., members all exchanges.  
Dole & Co., J. H., grain and seeds.\*  
Harris, Winthrop & Co., grain commission.\*  
Hitch & Carder, commission merchants.\*  
Holt & Co., Lowell, commission, grain and seeds.  
Lamson Bros. & Co., consignments solicited.\*  
McKenna & Dickey, commission merchants.\*  
Mumford & Co., W. R., grain, hay, millstuffs.  
Nash-Wright Grain Co., commission merchants.\*  
Norris Grain Co., grain merchants.\*  
Pope & Eckhardt Co., grain and seeds.\*  
Rang & Co., Henry, grain merchants.\*  
Rosenbaum Brothers, grain merchants.\*  
Rosenbaum Grain Corp., commission merchants.\*  
Rothschild Co., D., receivers and shippers.\*  
Rumsey & Co., grain commission.\*  
Schiffman & Co., P. H., commission.\*  
Shaffer Grain Co., J. C., grain merchants.\*

\*Member Grain Dealers National Association.

### CHICAGO, ILL. (Continued).

Somers, Jones & Co., grain and field seeds.  
Udlike Grain Co., consignments.\*

### CINCINNATI, O.

Grain & Hay Exchange Members.

Blumenthal, Max, commission merchants.  
Cleveland Grain & Mfg. Co., grain merchants.\*  
DeMolet Grain Co., receivers & shippers.  
Early & Daniel Co., grain, hay, feed.\*  
Scholl Grain Co., receivers & shippers.\*

### CIRCLEVILLE, O.

Cook, Wade H., grain, hay and grain products.\*

### CLEVELAND, O.

Grain & Hay Exchange Members.

Bailey, E. I., grain and millfeed.\*  
Cleveland Grain & Milling Co., The, recvrs. & shprs.\*  
Sheets Elevator Co., The, grain, hay, straw.\*  
Shepard, Clark & Co., grain merchants.\*

### COLUMBUS, O.

Smith-Sayles Grain Co., The, buyers and shippers.\*

### DALLAS, TEX.

Watson Co., H. H., grain, millfeed, hay.

### DAVENPORT, IA.

Davenport Elevator Co., receivers and shippers.\*

### DECATUR, ILL.

Baldwin & Co., H. I., grain dealers.\*  
Harrison, Ward & Co., Grain Belt Elevator.\*

### DENVER, COLO.

Grain Exchange Members.

Ady & Crowe Merc. Co., The, grain and hay.\*  
Conley-Ross Grain Co., The, grain and beans.\*  
Denver Elevator, wholesale grain, flour, millfeed.  
Houlton Grain Co., wholesale grain.\*  
Kellogg Grain Co., O. M., receivers and shippers.  
McCaull-Dinsmore Co., wholesaler and commission.\*  
Phelps Grain Co., T. D., wholesale grain.\*  
Rocky Mountain Grain Co., export and domestic grain.\*  
Summit Grain Co., wheat, corn, oats, rye, barley.\*

### DES MOINES, IA.

Board of Trade Members.

Anderson Co., D. L., grain dealers.  
Des Moines Elvtr. & Gr. Co., oats a specialty.  
Lockwood, Lee, broker.  
Lake Grain Co., J. C., buyers, sellers all grains.  
Taylor & Patton Co., corn and oats.\*

### DETROIT, MICH.

Board of Trade Members.

Caughy-Jossman Co., grain and field seeds.\*  
Dorsey Grain Co., merchants - commission consignments.\*  
Lapham & Co., J. S., grain dealers.\*  
Lichtenberg & Son, oats, corn, hay, straw.\*  
Simmons & Co., F. J., grain and hay.\*  
Swift Grain Co., consign or ask for bid.\*

### DULUTH, MINN.

Board of Trade Members.

White Grain Co., receivers and shippers.\*

### EMPORIA, KANS.

Trusler Grain Co., grain merchants.

### FORT WORTH, TEX.

Grain and Cotton Exchange Members.

Carter Grain Co., C. M., grain merchants.\*  
Dorsey Grain Co., merchants - commission consignments.\*  
Moore-Seaver Gr. Co., recvrs., shprs., consignments.\*  
Mountcastle-Merrill Gr. Co., grain merchants.\*  
Rosenbaum Grain Corp., grain merchants.\*  
Transit Grain & Com. Co., consignments, brokerage.\*  
Universal Mills, "Superior" Feeds.\*

### GREENVILLE, O.

Grubbs Grain Co., E. A., track buyers.\*

### HASTINGS, NEBR.

Koehler-Twidale Elevator Co., grain dealers.\*

### HATTIESBURG, MISS.

Merchants Grocery Co., whlse. grocers, grain fd., flr.

### HOUSTON, TEX.

Gulf Grain Co., grain, hay, millfeed.  
Rothschild Co., S., grain, c/s products, rice, b/p.\*

### INDIANAPOLIS, IND.

Board of Trade Members.

Anderson & Weirick, gr. commission & consignments.\*  
Bingham Grain Co., The, recvrs. & shippers.\*  
Boyd Grain Co., Bert A., strictly brokerage & com.\*  
Cleveland Grain & Milling Co., grain commission.\*  
Hart-Maibucher Co., grain merchants.\*  
Hayward-Rich Grain Co., grain commission.\*  
Kinney Grain Co., H. E., recvrs. & shippers.\*  
National Elevator Co., grain merchants & comm.\*  
Menzie Grain & Bkg. Co., Carl D., grain merchants.\*  
Montgomery & Tompkins, receivers & shippers.\*  
Shotwell & Co., Chas. A., grain and scales.  
Steinhart Grain Co., commission and brokerage.\*  
Witt, Frank A., grain commission and brokerage.\*

### KANKAKEE, ILL.

Breckenridge Grain Co., grain dealers.

### KANSAS CITY, MO.

Board of Trade Members.

Armour Grain Co., grain merchants.\*  
Bruce Bros. Grain Co., consignments.\*  
Christopher & Co., B. C., kafir, feterita, milo.\*  
Davis Grain Co., A. C., grain commission.\*  
Davis-Noland-Merrill Grain Co., grain merchants.\*  
Denton Hart Grain Co., consignments.\*  
Ernst Davis Grain Co., commissions.\*  
Lichtig & Co., H., kafir, milo, screenings.\*  
Logan Bros. Grain Co., receivers and shippers.\*  
Miller Grain Co., S. H., consignments.\*  
Moore-Seaver Grain Co., grain receivers.\*  
Norris Grain Co., grain merchants and exporters.\*  
Rocky Mt. Grain & Com. Co., consignments.\*  
Scouler Bishop Grain Co., receivers and shippers.\*  
Shannon Grain Co., consignments.\*  
Simonds, Shields, Lonsdale Grain Co., grain.\*  
Thresher Grain Co., R. J., grain commission.\*  
Wallingford Brothers, grain merchants.\*  
Watkins Grain Co., consignments.\*  
Western Grain Co., Inc., receivers and shippers.\*  
Wilser Grain Co., consignments.\*

### LINCOLN, NEBR.

Grain Exchange Members.

Lincoln Grain Co., grain merchants.\*

### LITTLE ROCK, ARK.

Grain Exchange Members.

Farmer Co., E. L., brokers, grain & mill feed.\*  
Gordy Co., C. L., grain brok., hay, grain & mill feed.

### LOUISVILLE, KY.

Board of Trade Members.

Bingham-Hewett Grain Co., receivers-shippers of grain.\*  
Callahan & Sons, receivers and shippers of grain.\*  
Kentucky Public Elevator Co., stores and shippers.\*  
Zorn & Co., S., receivers and shippers.\*

### LYNCHBURG, VA.

Moon-Taylor Co., grain and hay brokers.

### McKINNEY, TEX.

Reinhardt & Company, wheat, corn, oats, maize.\*

### MEMPHIS, TENN.

Merchants Exchange Members.

Browne, Walter M., broker and com., consignments.\*  
Buxton, E. E., broker & commission merchant.\*  
U. S. Feed Co., grain, hay, mill feed.\*

### MIDDLETOWN, CONN.

Meech & Stoddard, Inc., grain, feed, hay, flour.\*  
(Continued on next page.)



# Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

## MILWAUKEE, WIS.

Chamber of Commerce Members.  
 Franke Grain Co., The, grain and feed.  
 Froedtert Grain & Malting Co., recvrs. and shippers.\*  
 Kamm Co., P. C., grain shippers.\*  
 LaBude Feed & Grain Co., grain, feed, hay.\*  
 Milwaukee Grain Com. Co., recvrs. grain and seed.

## MERIDIAN, MISS.

Board of Trade Members.  
 Threefoot Bros. & Co., whsle. grain, feed, flr., gro.\*

## MINNEAPOLIS, MINN.

Chamber of Commerce Members.  
 Cargill Commission Co., grain commission.\*  
 Cereal Grading Co., grain merchants.\*  
 Davies Co., F. M., grain commission.\*  
 Hiawatha Grain Co., grain merchants.\*  
 Itasca Elevator Co., grain merchants.\*  
 Malmquist & Co., O. A., receivers & shippers.\*  
 Marfield Grain Co., grain commission.\*  
 Poehler, Wm. A., grain merchant.\*  
 Sheffield Elevator Co., shippers of grain.\*  
 Stubr-Seidl, shippers grain & feed.  
 Van Dusen-Harrington Co., grain merchants.\*  
 Zimmerman, Otto A., grain and feed.\*

## NASHVILLE, TENN.

McKay-Reece Co., wholesale seeds & grain.

## NEW CASTLE, PA.

Hamilton Co., grain, feed, flour, hay, buckwheat.

## NEW ORLEANS, LA.

Board of Trade Members.  
 Fox Co., C. B., exporters.\*

## NEW YORK CITY.

Produce Exchange Members.  
 Jones & Co., M. B., buyers—quote us.\*  
 Therrien, A. F., broker.

## OKLAHOMA CITY, OKLA.

Grain Exchange Members.  
 Jackson, Inc., Paul T., grain merchant.  
 Marshall Grain Co., grain, feed, seeds.\*  
 Stinnett Grain Co., grain merchants.\*  
 Vandenberg, Jesse, milling wheat.

## OMAHA, NEBR.

Grain Exchange Members.  
 Crowell Elevator Co., receivers, shippers.\*  
 Flanley Grain Co., receivers and shippers.\*

## OMAHA, NEBR. (Continued).

Stockham Grain Co., E., commission merchants.\*  
 Trans-Mississippi Grain Co., receivers and shippers.\*  
 United Grain Co., commission and brokerage.\*  
 Updike Grain Co., milling wheat.\*

## PEORIA, ILL.

Board of Trade Members.  
 Cole Grain Co., Geo. W., receivers and shippers.\*  
 Dewey & Sons, W. W., grain commission.\*  
 Feltman Grain Co., C. H., grain commission.\*  
 Harrison, Ward & Co., receivers & shippers.\*  
 Luke Grain Co., grain commission.\*  
 McFadden & Co., C. C., grain commission.\*  
 Miles, P. B. & C. C., grain commission.\*  
 Turner Hudnut Co., receivers and shippers.\*  
 Tyng Grain Company, receivers and shippers.\*

## PHILADELPHIA, PA.

Commercial Exchange Members.  
 Dunwoody Co., Ezl., flour, grain, feed.\*  
 Richardson Bros., grain, flour, millfeeds.\*  
 Richardson, Geo. M., grain and feeds.\*  
 Stites, A. Judson, grain and millfeed.\*

## PITTSBURGH, PA.

Members Grain and Hay Exchange.  
 Allen & Co., H. S., grain and hay.\*  
 Hardman & Daker, grain, hay, millfeed.\*  
 Harper Grain Co., corn a specialty.\*  
 McCague, Ltd., R. S., grain, hay.\*  
 Rogers & Co., Geo. E., grain and hay.\*  
 Smith & Co., J. W., grain merchants.\*  
 Stewart & Co., Jesse C., grain and mill feed.\*  
 Walton Co., Samuel, grain and hay.\*

## PONTIAC, ILL.

Balbach, Paul A., grain buyer, all markets.

## RICHMOND, VA.

Grain Exchange Members.  
 Beveridge & Co., S. T., grain, hay, feeds, seeds.  
 Morriss & Co., C. F., grain, feed, hay, flour brokers.\*

## ROCHESTER, N. Y.

Dailey Bros., Inc., receivers and shippers.\*

## ST. JOSEPH, MO.

Grain Exchange Members.  
 A. J. Elevator Co., The, wheat, corn, oats.\*  
 Button-Simmons Grain Co., grain commission.\*  
 Gordon Grain Co., grain commission.\*

## SAN ANTONIO, TEX.

King, Douglas W., wheat, corn-brok., Texas R. Oats.\*

## ST. LOUIS, MO.

Merchants Exchange Members.  
 Dreyer Commission Co., feedingstuffs, grain, seeds.\*  
 Graham & Martin Grain Co., grain commission.\*  
 Hall Grain Co., Marshall, grain merchants.\*  
 Langenberg Bros. Grain Co., grain commission.\*  
 Martin & Knowlton Grain Co., grain merchants.\*  
 Morton & Co., grain commission.\*  
 Nanson Commission Co., grain commission.\*  
 Picker & Beardsley Com. Co., grain and grass seed.\*  
 Turner Grain Co., grain commission.\*  
 Von Rump Grain Co., grain merchants.\*

## SIOUX CITY, IA.

Board of Trade Members.  
 Button Co., L. C., grain commission.\*  
 Western Terminal Elevator Co., receivers and shippers.\*

## SUPERIOR, NEBR.

Bossemeyer Bros. Terminal Elevator.\*

## TOLEDO, O.

Produce Exchange Members.  
 Churchill Grain & Seed Co., field seeds, popcorn.  
 De Vore & Co., H. W., grain and seeds.\*  
 King & Co., C. A., grain and seeds.\*  
 Southworth & Co., grain and seeds.\*  
 Wickenhiser & Co., John, grain receivers, shippers.\*  
 Young Grain Co., grain.

## TOPEKA, KANS.

Derby Grain Co., wheat, corn, oats, and millfeed.\*

## WICHITA, KANS.

Board of Trade Members.  
 Baker-Evans Grain Co., milling and export wheat.\*  
 Smith McLinden Grain Co., wheat, corn, kafir, millfeed.

## WICHITA FALLS, TEX.

Mytinger Mfg. & Grain Co., grain, feed, seeds.\*

## WINCHESTER, IND.

Goodrich Bros. Hay & Grain Co., Whlrs. gr. and seeds.\*

\* Member Grain Dealers National Association.

# DENVER

Grain shippers who are anxious to get the most from their grain will find it to their advantage to investigate the merits of the Denver market. After a thorough investigation it is a known fact that it will receive your shipments. Any of the Grain Exchange members listed below will be glad to give you any information you may desire. Better still—ship at least one car to any of them and be convinced.

**The Summit Grain Co.**  
 Receivers and shippers of all kinds of grain.  
 Offices and elevator, 19th and Navajo Sts. P. O. Box 805.

**O. M. Kellogg Grain Co.**  
 Receivers and shippers of all kinds of grain.

**T. D. Phelps Grain Co.**  
 Wholesale Grain and Beans.

**McCaull-Dinsmore Co.**  
 Grain—Wholesaler and Commission.

**Denver Elevator**  
 Wholesale Grain, Flour, Mill, Feed and Pinto Beans.  
 We operate 30 elevators in eastern Colorado.

**Rocky Mountain Grain Co.**  
 Grain Merchants—Export and Domestic.

**Houlton Grain Company**  
 Wholesale Grain—Get in touch with us.

**The Conley-Ross Grain Co.**  
 Wholesale Grain.

**The Ady & Crowe Mercantile Co.**  
 Grain, Hay, Beans.

Note: All grain bought by members of the Denver Grain Exchange which is graded at Denver and which does not come up to contract grade is discontinued by three disinterested members of the Exchange when dockage is not provided for in the contract

By mentioning the Grain Dealers Journal of Chicago when writing its advertisers you help it to more efficient work in improving grain trade conditions.



Chamber of Commerce  
Members

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Chamber of Commerce  
Members

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Successors to  
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Receivers, Shippers, Exporters  
**H. C. JONES & CO.**  
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Receivers & Exporters  
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for Sale" columns in this issue  
of the Grain Dealers Journal.

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COMMISSION  
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Chamber of Commerce  
Members

## MINNEAPOLIS

Chamber of Commerce  
Members

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WRITE FOR QUOTATIONS

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CORN -- OATS -- BARLEY -- RYE  
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**The VAN DUSEN-  
HARRINGTON CO.**  
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Merchants Exchange  
Members

## ST. LOUIS

Merchants Exchange  
Members

**PICKER & BEARDSLEY COM. CO.**  
"THE CONSIGNMENT HOUSE OF ST. LOUIS"  
**GRAIN, HAY, GRASS SEEDS, KAFIR, MILO**  
125 MERCHANTS EXCHANGE BLDG ST. LOUIS, MO.

Established 1877  
**Langenberg Bros. Grain Co.**  
St. Louis New Orleans

**Nanson Commission Co.** GRAIN, HAY and SEEDS  
202 Merchants Exchange Bldg., ST. LOUIS, MO.

**GRAIN** **MARSHALL HALL GRAIN COMPANY**  
HANDLED ON COMMISSION  
BOUGHT TO ARRIVE  
SOLD FOR SHIPMENT  
EXPORT  
ST. LOUIS  
ST. JOSEPH

**Put Your Name**  
where everyone identified  
with the grain trade will  
see it and keep it there.  
THAT IS IN THE  
**Grain Dealers Journal**  
OF CHICAGO

**SOME GRAIN DEALERS** have realized a fortune from the offerings others overlooked. Our advertising pages as well as our reading matter columns present real opportunities to alert readers. Better keep your eyes open and look around as the entire contents of the Journal are prepared especially for you.



Board of Trade  
Members

CHICAGO

Board of Trade  
Members

Special Wire and Salesman Service

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Eugene Schifflin P. H. Schifflin, Jr. R. E. Andrews  
Pres. Treas. Sec.**Philip H. Schifflin & Co.**  
(INC.)**GRAIN COMMISSION**

515-518 Postal Telegraph Bldg.

Chicago

Branch Offices:

F. F. Munson Champaign, Illinois  
R. T. O'Neill Joliet, Illinois  
G. N. McReynolds Mason City, Iowa  
B. L. Nutting Spencer, Iowa**CARHART CODE HARWOOD CO.****Grain Commission**

Board of Trade CHICAGO

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GRAIN, FEEDS, Etc.

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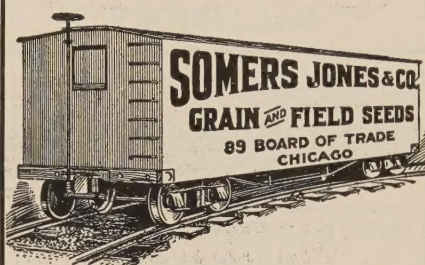
930 Postal Telegraph Bldg. CHICAGO

**Clement Curtis & Co.**

The Rookery Bldg., Chicago

Members of all principal Exchanges.  
Private wire service to all leading cities  
in this country**Clark's Car Load  
Grain Tables**Eighth edition, revised and enlarged, shows the  
following range of reductions of pounds to  
bushels by fifty pound breaks.

20,000	to 107,950 lbs.	to 32 lb. bushels
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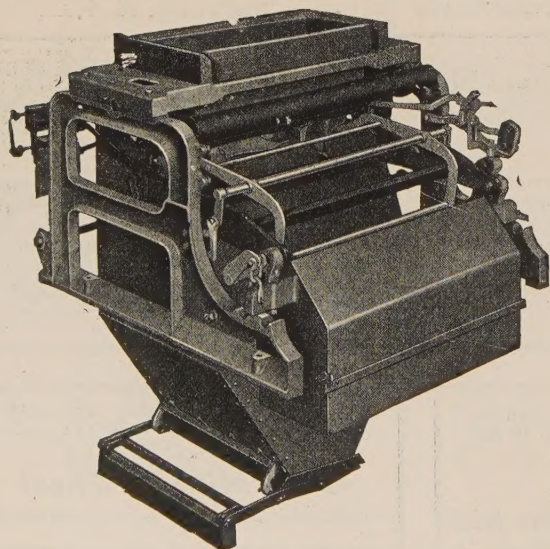
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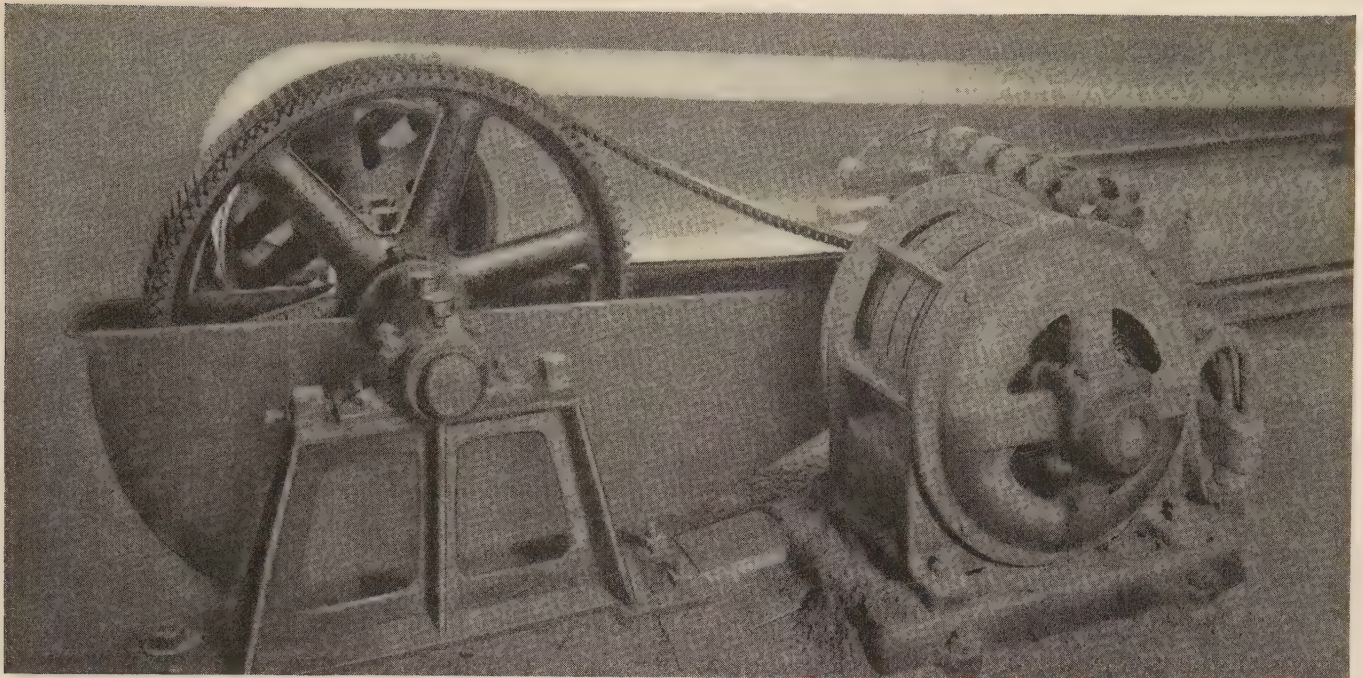
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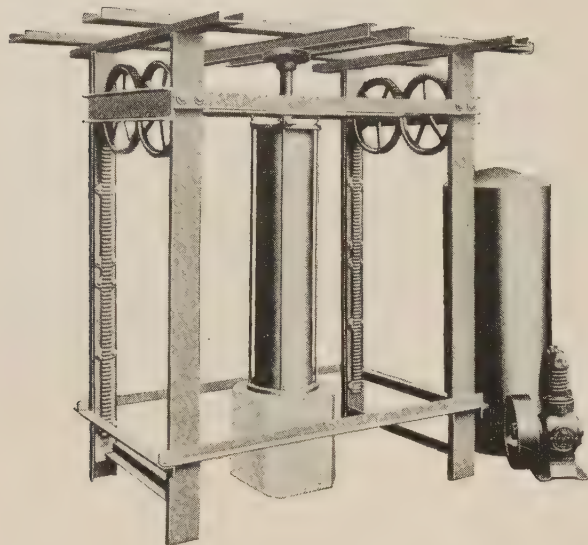
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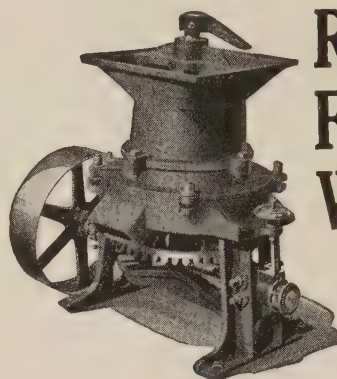
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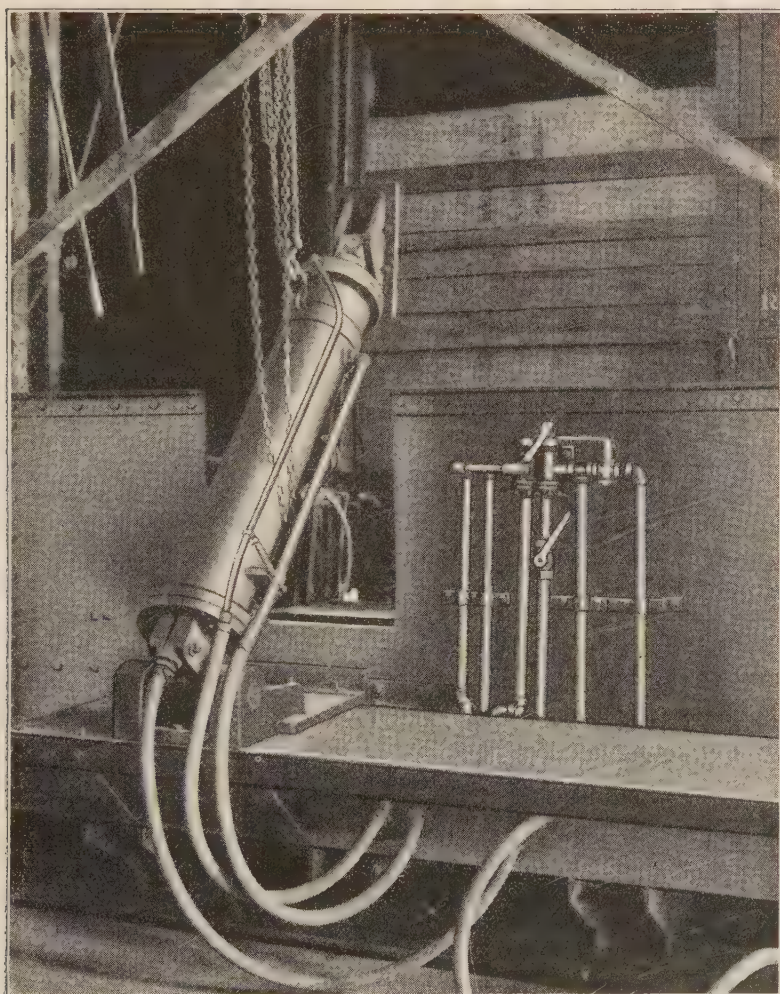
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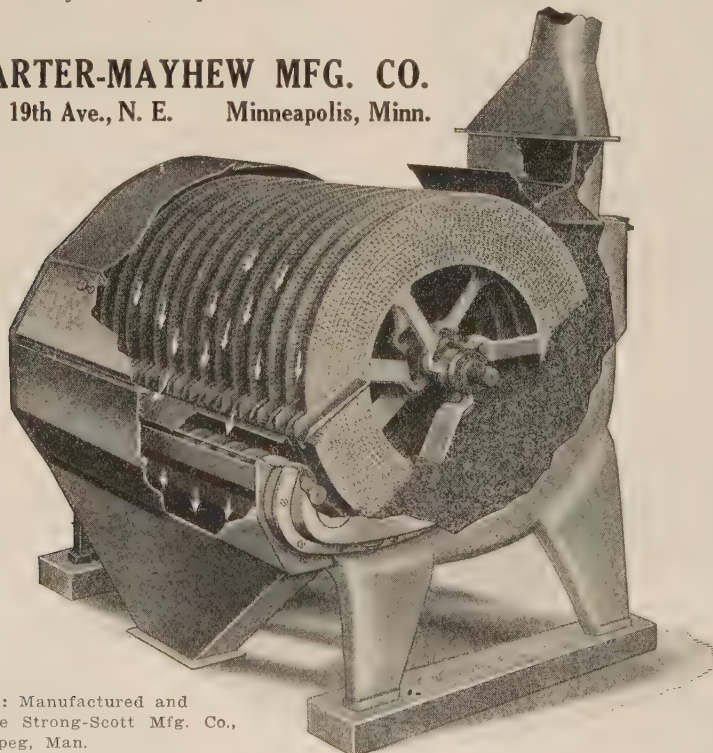
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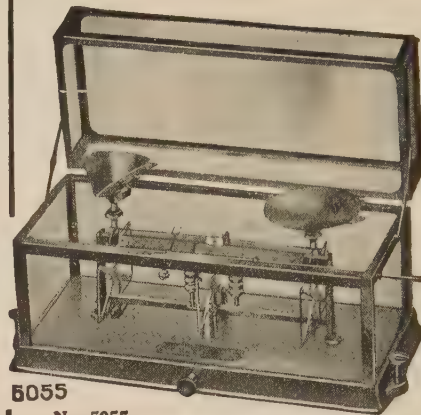
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This double page form is designed especially for country shippers in keeping a complete record of each car of grain shipped from any station or to any firm, may be kept by themselves under the following column headings: Date Sold, Date Shipped, Car No., Initials, To Whom Sold, Destination, Grain, Grade Sold, Their Inspection, Discount, Amount Freight, Our Weight, Bushels, Destination Bushels, Over, Short, Price Amount, Freight, Other Charges, Remarks.

The book is 9 1/2 x 12 inches, and contains 160 pages of edge paper 29 lines to each page, and has spaces for recording the foregoing facts regarding 2320 carloads. It is well bound in strong boards with leather back and corners

Order Form 385. Price, \$3.00.

**GRAIN DEALERS JOURNAL**

309 S. La Salle Street, CHICAGO, ILL.

## A CAR-MOVER WITH THE "PUSH"

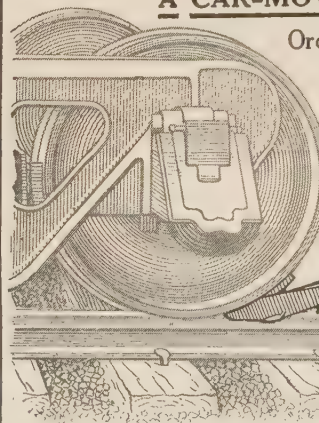
Order one on 30 days' FREE

TRIAL. Freight both ways paid by us if you don't find it worth the price and then some.

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The New Badger  
ADVANCE  
Car-Mover Co.  
Appleton, Wis

Look for the word "New Badger"—it identifies our product



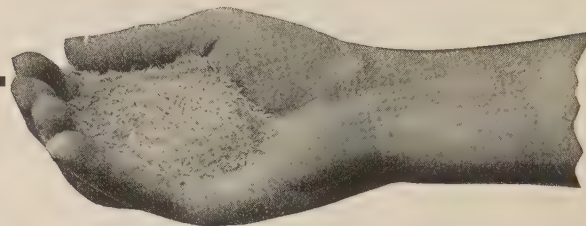


## A Feed that will Bring New Customers to your Elevator

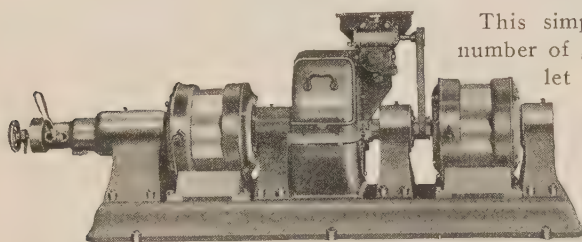
The first chance you get, take a handful of grain that has been ground on a MONARCH Ball Bearing Attrition Mill and examine it carefully.

This handful of grain will show you at once why customers prefer the feed that is turned out by a MONARCH Mill. Not a single unground kernel. Every grain is cut clean and uniform, and just as fine as the operator wants it.

And the MONARCH keeps on turning out fine and



uniform feed day after day, year in and year out. You never hear of an elevator operator shutting down his elevator to tram the runner heads on a MONARCH. The complete ball bearing design keeps the runner heads in perfect alignment and eliminates the necessity of tramming.



This simplest and sturdiest Attrition Mill is making profits for a large number of grain elevator operators. It will do the same for you. Write and let us give you some helpful facts about grinding feed.

**SPROUT, WALDRON & CO., 1202 Sherman St., Muncy, Pa.**

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H. C. Malsness, Mgr.  
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**THE MONARCH MILL BUILDERS**



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Rubber Protector, \$2.00

Sent postpaid on receipt of price; or on trial to responsible parties. Has automatic valve and fine sponge.

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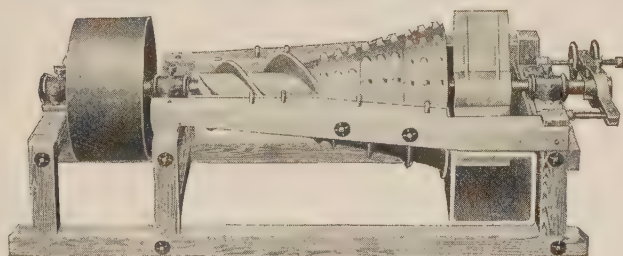
Write today for information detailing its value in clover fields, in poultry houses, barns, and in the control of insects and potato scab.

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Dept. 94 844 Rush St., Chicago, Ill.

Read the Advertising pages.

They contain many stories of interest.

The *Grain Dealers Journal* presents only reputable concerns.



## Millions of Bushels of Soft Corn

Is your shelling plant in condition to handle it?

CONSTANT heavy duty wood or iron frame shellers are giving satisfactory service with all kinds of corn. The positive lock wheel adjustment allows all adjustments to be made, either when the sheller is running or when idle. The two piece shell saves time and expense in case of accident.

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Check up your equipment today and write CONSTANT for complete information and prices on the needed replacements and repairs.

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Complete Equipment for Grain Elevators

Bloomington, Illinois

## WHAT DO YOU NEED?

to modernize your plant so it will minimize your labor and increase your profits? Is it here?

Account Books  
Attrition Mill  
Bag Closing Machine  
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Draw a line through the supplies wanted, and write us regarding your contemplated improvements or changes. We will place you in communication with reputable firms specializing in what you need, to the end that you will receive information regarding the latest and best.

### Information Bureau

Grain Dealers Journal, 309 So. La Salle St., Chicago



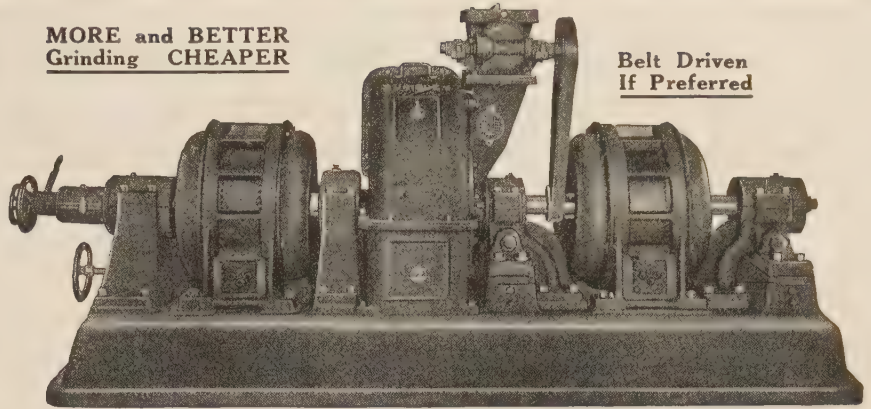
Will you continue to allow the profits of your elevator to dwindle during the slack season?

Or do you favor a proven source of income that carries all overhead expenses and ADDS TO the profits of your regular elevator business?

Many elevator managers have solved the problem of the slack season through the addition of a feed grinding business which has proven successful and highly profitable through the efficiency of the

**MORE and BETTER  
Grinding CHEAPER**

**Belt Driven  
If Preferred**



## UNIQUE BALL BEARING ATTRITION MILL

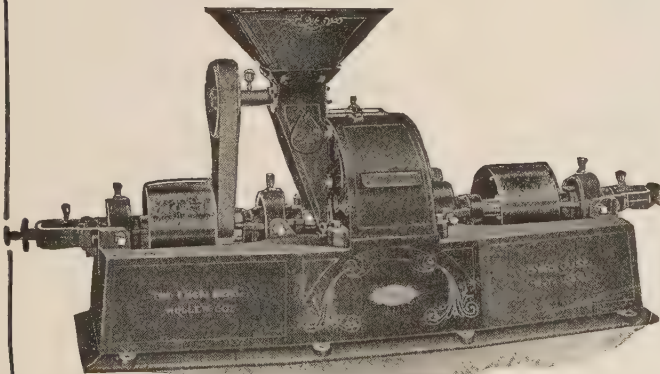
You, too, can establish a successful feed grinding business in your community. Your patrons have accepted your elevator as a natural market for their grain and they will also accept it as a natural source of obtaining feeds for their stock. Then there are the cattle and poultry raisers in your immediate community and in the surrounding communities who continually need feeds, and whose patronage will mean a substantial profit for you.

May we give you complete description of the UNIQUE Ball Bearing Attrition Mill—the mill that has proven to produce “MORE and BETTER Grinding CHEAPER?”

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### The “HALSTED” HAS NO EQUAL



No Seal Rings  
Scientific

Positive Feed  
Economical

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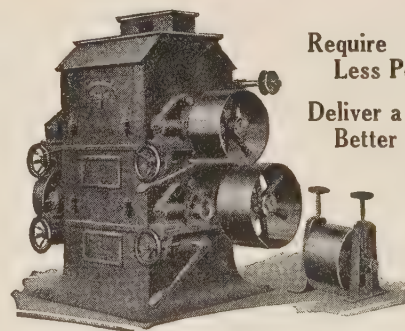
Its best friend is the man who has used other makes.

Grinding Plates alike on both sides, and being reversible, gives FOUR cutting edges.

Highest efficiency at the smallest expense.

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### E H R S A M One, Two and Three Pair High Feed Mills



Require  
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Deliver a  
Better Product

Rolls cut especially for making cracked corn chicken feed, cut wheat. Also standard corrugations for corn meal and feed.

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Enterprise, Kansas



## Proof Positive of Invincible Quality

Recent Contracts for INVINCIBLE MACHINES were placed by such internationally known concerns as:—

**Pillsbury Flour Mills Co.**  
New Mill, Buffalo, N. Y.  
98 Machines

**Quaker Oats Company**  
New Mill, Peterboro, Ont.  
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**Baltimore & Ohio Ry. Co.**  
New Elevator, Baltimore, Md.  
10 Machines

The significant thing is not alone in the fact that these orders came to us, but that all three companies have been using INVINCIBLE MACHINES for years.

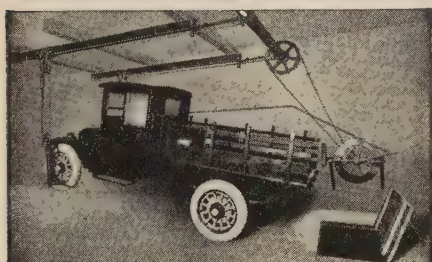
The highest degree of perfection in the finished product is never attained except by the employment of Machinery of First Quality.

*Quality is Inherent in Invincibles*

## Invincible Grain Cleaner Company Silver Creek, N. Y.

Representatives in—

Minneapolis, Chicago, Kansas City, Indianapolis, Remont, Ohio; Bristol, Tenn.; Philadelphia, San Francisco, London, Eng.



### The McMillin Wagon and Truck Dump

Requires very small amount of power.

Simple to operate.

Can be operated by hand.

Few, if any, changes required in driveway for installing.

Smooth running.

All parts in plain view at all times.

Dumps shortest wagons and longest trucks into the same dump door.

Small additional cost and you can dump into any number of dump doors regardless of their distance apart.

Can raise to any angle stopping at any point desired.

No extra weight lifted when dumping.

For further information  
Address

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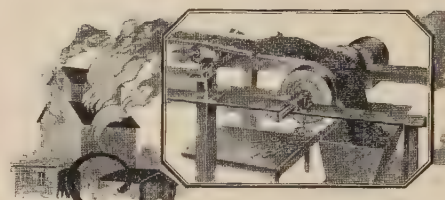


A  
cyclone  
in the  
true sense  
of the word  
has force of  
air without any back draft.

### The New "1905" Cyclone Dust Collector

By improved construction, three-fourths of the back draft is eliminated and better work is done on less power. Send for prices and particulars.

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Jackson, Mich.



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before tramp iron stops you*

TRAMP iron is the mill's or elevator's greatest menace. In the rolls or grinders, or in touching other metal, it causes sparks. One little spark may set off a disastrous dust explosion of fire.

Stop tramp iron! Install Dings Magnetic Separators As shown above, they remove iron before it can do damage. Not even the smallest piece escapes. Endorsed by the National Fire Protection Ass'n. 4000 Dings in use!

Get the free bulletin. It also tells how the Dings saves bolting cloth.

DINGS MAGNETIC SEPARATOR CO.  
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**Dings "High Intensity"  
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by advertising directly  
to people who want to  
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Want Ad.**

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Its column headings are: Month, Day, Name, Kind, Gross and Tare, Net Pounds, Bushels, Pounds, Price, Dollars, Cents and Remarks.

The book is 9½x12 inches, 200 pages, 20 lines to each page, giving room for recording 4,000 loads, printed on Linen Ledger Paper and is well bound in strong board covers with leather back and corners. Order Form 380. Price \$3.00

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A. D. Young, Young Bros. Grain & Hay Co.



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Positive as a gear, flexible as a belt, combining the advantages of both without the disadvantages of either.

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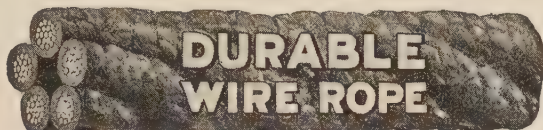
*There is a Morse Engineer near you*

Atlanta, Ga.  
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Power Grain Shovels  
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for severe duty, made of a superior grade of steel produced in Roebling Furnaces.

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### Elevator Buckets



"V" Type

A bucket for high speed and perfect discharge



"Salem"

Weller Buckets are well made and will give the service



We Also Make

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and a Complete Line of

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OUR IMPROVED

## Railroad Claim Books

require little of your time for filing, and contain spaces for all the necessary information in the order which assures prompt attention on the part of the claim agent. They increase and hasten your returns by helping you to prove your claims and by helping the claim agent to justify payment.

Form A is for Loss of Weight in Transit Claims.

" B—Loss in Market Value Due to Delay in Transit.

" C—Loss in Quality Due to Delay in Transit.

" D—Loss in Market Value Due to Delay in Furnishing Cars.

" E—Overcharge in Freight or Weight.

These claim blanks are printed on bond paper, bound in book form, each book containing 100 originals and 100 duplicates, a two-page index, instructions and summary showing just which claims have not been paid, and four sheets of carbon. You tear out the original to send to the claim agent, and the carbon copy remains in the book, as a record of your claim.

The five forms are well bound in three books, as follows:

411-A contains 100 sets all Form A. Price, \$2.00

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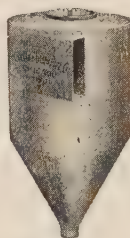
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Send all orders to

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**WILL EXTERMINATE ALL YOUR RATS AND MICE**  
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The horse doctor for baby hits, and fits. George, Iowa, Farmers Elevator Co., Specimen No. 1. Replaced elevator leg and transmission. Salesman from Omaha.

90 inch head pulley. 54 and 72 inch rope sheaves, 12 and 62 T sprockets. Drive sheave 10 inches out of line with sheave on countershaft. Rope cut out. We changed this abortion at a cost of \$160.00.

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Sioux City, Iowa

30 Years of Practical Experience

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We Also Do Repair Work

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Contractors and Builders of  
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We can furnish and install  
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vators guaranteeing greater  
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Builders of  
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Special study given to each plant—Each  
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### Let The Star Engineering Company

design your new Elevator, or do  
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CONSTRUCTION CO.  
CONTRACTORS GRAIN ELEVATORS  
Mills and Warehouses  
Especially Designed for Economy  
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Our Prices Are Very Reasonable



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### RELIANCE Construction Co.

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Designers and Constructors  
of the better class of grain  
elevators—concrete or wood.

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**MODERN MILLS and  
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Designers of  
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Preliminary Sketches and Estimates,  
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Corrugated or Flat  
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to your needs is given first consideration when we  
take your contract for a new elevator.

THE MONOLITH BUILDERS, INC.

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### FEDERAL ENGINEERING CO.

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### CRAMER BUILT

is the mark designating the best in Grain  
Elevator Construction at normal prices

W. H. Cramer Construction Co.  
NORTH PLATTE, NEBR.

Plans and Specifications Furnished

For elevator and mill supplies we  
issue a net price catalog. If in  
the market write us for one.

**WHITE ★ STAR ★ CO.**  
WICHITA, KANSAS

### AFFIDAVIT OF WEIGHT

This form is used to make a sworn statement  
of the amount of grain loaded into  
a car.

Fifty affidavits in duplicate are bound  
into a book, size 5½x8½ inches, printed on  
bond paper, with manila duplicates and  
two sheets of carbon, well bound in press  
board. Originals are machine perforated  
so they may be easily torn out. Each  
blank contains the following information:

....., being duly sworn, on his  
oath, says that on the ..... day of .....  
19....., he, acting as agent for .....  
at ..... in the State of .....  
carefully and correctly weighed .....  
draughts on ..... Hopper, ..... Auto-  
matic, ..... Wagon, ..... Track Scales  
amounting to ..... lbs. equal to .....  
bushels of No. .... and loaded direct or  
thru bin to car No. .... Initial .... for  
shipment to Messrs ..... at .....  
in the State of ..... and that said  
car was in ..... condition and properly  
sealed when delivered to the .....  
Railroad; with space for notary public.

Order Form 7AW, weight ½ lb.  
Price 75 cents.

**GRAIN DEALERS JOURNAL**  
309 So. LaSalle St. Chicago, Ill.

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in the Grain Dealers Journal is worth over  
\$100 to us.—W. M. Stanton, mgr., Farm-  
ers Co-operative Ass'n.

## HICKOK Construction Co. MINNEAPOLIS ELEVATORS

### Duplicating Wagon Load Receiving Book

Hauler	Gross	Tare	Net	

This book is designed to facilitate the work of country buyers during  
the busy season when each farmer is hauling a number of loads at a time.  
The above illustration shows the left hand side of the sheet which remains  
in the book. The outer half has the same rulings, but is printed on the  
other side of the sheet, so that when sheet is folded back on itself, and a  
sheet of carbon is inserted, an exact duplicate will be made of each entry.  
Each page has room for 33 loads and is machine perforated down the mid-  
dle so outer half may be torn out and given to the farmer or sent to head-  
quarters of line company.

The book is 12x12 inches, check bound with canvas back, contains 225  
leaves ruled both sides, and nine sheets of carbon.

Order Form 66. Price \$3.00. Weight. 4 lbs.

**Grain Dealers Journal**

309 So. La Salle St. Chicago, Ill.





## One of a Group of Elevators

Built by us at Port Arthur. The group includes elevators for

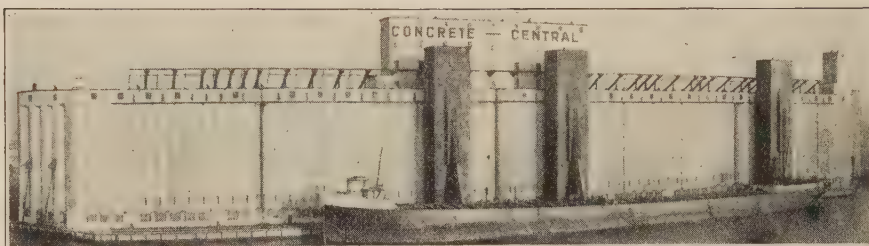
The James Richardson & Sons, Limited.  
The Saskatchewan Co-operative Elevator Co., Limited.  
The Grain Growers' Grain Company, Limited.

## THE BARNETT-McQUEEN COMPANY, LIMITED

*Designers and Builders of GRAIN ELEVATORS*

Offices: Fort William, Ont., Duluth, Minn. Minneapolis, Minn.

Operated by  
The Eastern Grain,  
Mill and Elevator  
Corporation



Concrete-Central  
Elevator, Buffalo, N. Y.  
Capacity  
4,500,000 Bushels

Designed and Built by  
**Monarch Engineering Company**  
Buffalo, N. Y.

## First Unit Municipal Terminals, City of Norfolk, Virginia, U. S. A.



This work consists of a modern concrete grain elevator, piers, warehouses, slips and wharves, costing approximately \$5,000,000. It is being constructed in accordance with the plans and specifications and under the engineering supervision of

**Folwell-Ahlskog Co.**

Engineers and Constructors

Chicago, Illinois, U. S. A.

## The Most Modern Elevator in the World



This is an aeroplane view of the Pennsylvania Railroad Company's new Northern Central Elevator No. 3, located at Canton, Baltimore, Maryland, capacity 5,000,000 bushels. This elevator is equipped with

## Four Stewart Link-Belt Grain Car Unloaders

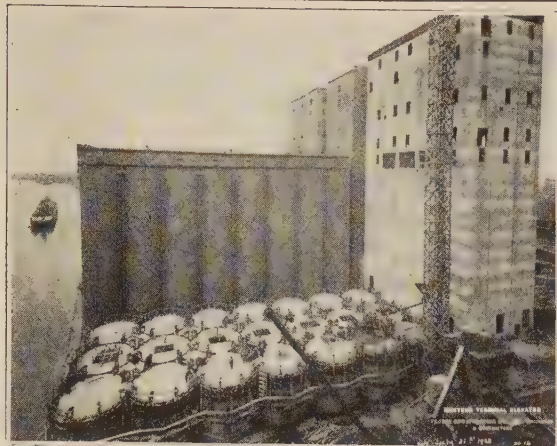
*Every day in every way we are designing and building better and better Grain Elevators.  
We have built for many of your friends—Eventually we will build for you.  
Why not now?*

**James Stewart & Co., Inc.**

Designers and Builders  
GRAIN ELEVATORS  
In All Parts of the World

Grain Elevator Dept., W. R. Sinks, Manager  
1210 Fisher Building, Chicago, Ill.





## Western Terminal Elevator

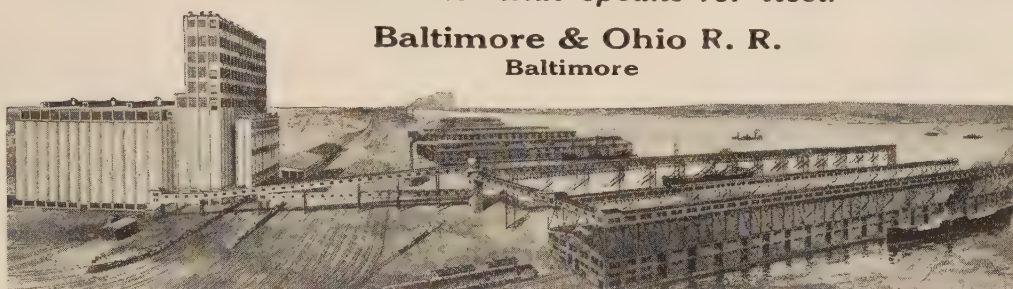
Ft. William, Ont.  
Now Under Construction

Fegles Construction Co., Ltd.

Ft. William, Ont. Minneapolis, Minn.  
Engineers and Constructors

*"A 1923 model that speaks for itself"*

Baltimore & Ohio R. R.  
Baltimore



**John S. Metcalf Co.**

Grain Elevator Engineers

108 S. La Salle Street  
Chicago, Ill.

54 St. Francois Xavier  
Street  
Montreal, Que.

also at

Melbourne,  
Australia

Buenos Aires,  
Argentina

Vancouver, B. C.

London,  
England

## Eliminate Weevil

with

**Liquefied Hydrocyanic Acid**

Developed for the elimination of Moth and  
Weevil in mills, elevators and grain  
in storage.

Endorsed by  
The Mutual Fire Prevention Bureau

**A. R. Young Material Co.**

1710 Grand Avenue

KANSAS CITY, MO.

## Coal Sales Book

For Retail Coal Dealers

It facilitates bookkeeping, and reduces the chance for error. Practically three books in one: 1. Original entry of all sales made. 2. Original entry of the scale weights. 3. Journal from which the posting is done.

It contains spaces for 6,000 wagon loads. Each page is ruled with column headings, as follows: Date, Ledger, Folio, Purchaser, Gross, Tare, Net Pounds, Price Per Ton, Amount.

This book is 8½x14 inches and contains 150 numbered pages of superior ledger paper. Well bound with best binder board, covered with cloth, leather back, and round leather corners.

Order Form 44. Price \$3.00.

**Grain Dealers Journal**

309 So. La Salle St., Chicago, Ill.

## Receiving and Shipping Set of Grain Books

**Grain Scale Book** Size of page, 10½x15¼ inches.

This indexed receiving book is designed to meet the needs of dealers who want something better than the ordinary. Separate pages are given to each farmer and all are indexed so that their accounts may be instantly located. If so desired, it can be used as a grain journal, the two "L. F." columns providing for posting both debits and credits and entering the numbers of the ledger pages.

The book contains 252 numbered pages of high grade heavy linen ledger paper, each ruled for 41 wagon loads, thus having room for 10,332 loads, in addition to a 28-page index. Together with "Grain Shipping Ledger" it forms a complete set of books of high grade.

This book is bound in heavy red keratol back and corners with black cloth sides, and its name is stamped in gold leaf on the front cover. Order Form 23. Price, \$4.50. Weight, 6 lbs.

**Grain Shipping Ledger.** Size of page, 10½x15¼ inches.

The Grain Shipping Ledger is the best shipping book money can buy, giving complete information regarding each shipment and the returns therefrom. Left hand pages show complete records of each shipment, while corresponding lines on right hand pages show details of the "Returns."

Each book contains 100 double pages of heavy linen ledger paper and a 16-page index, thus affording ample space for a large number of accounts. Each page is ruled for 50 entries, giving a total capacity of 5,000 cars to the book.

This double page form, combined with "Grain Scale Book" makes an excellent set of books for country dealers who want high grade material and workmanship as well as practical convenience. It is cloth bound with black keratol back and corners. "Grain Shipping Ledger" is stamped in gold leaf on front cover. Order Form 24. Price \$4.00. Weight, 5 lbs.

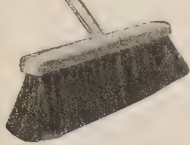
**Grain Dealers Journal**

309 So. La Salle St.

Chicago, Ill.



### THE "STAR" WAREHOUSE BRUSH for Sweeping Grain from Cars



We would like to ship you a dozen of these on trial for 60 days. No charge unless the brush proves satisfactory. Send no money—write today. Guaranteed to outwear 5 brooms each. Used by leading terminal elevators.  
\$16.00 per doz. F. O. B. Minneapolis

**Flour City Brush Co.**  
422 So. 4th St., Minneapolis, Minn.

**ONE-SHAPE GRINDERS**

**IT PAYS TO GRIND ALL GRAINS**

Look to the Grinders. They do the work! Bowsher's Cone-Shape grinders are the correct principle in Feed Mill construction. They mean larger grinding surface close to center of shaft; thus More Capacity, Lighter Draft, Longer Life.

"Please to express my appreciation of the long-lasting, trouble-proof grinder. Have used a No. 4 ten years & it's less than One Dollar per year for repairs." *E. W. Watt, Jacobburg, O.*

10 sizes; 2 to 25 H. P. Write for free catalogue.

**N. P. BOWSHER CO., SOUTH BEND, IND.**

### KENNEDY KRAFT PAPER AUTO STORAGE COVERS

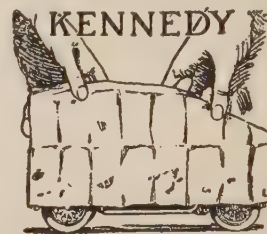
**BEST PROTECTION** to the finish of cars while in live or dead storage against dirt and dust damage.

Made from heavy Kraft paper in Standard Sizes to fit all models.

Write for further information.

**The Kennedy Car Liner & Bag Co.**  
Shelbyville, Indiana

Canadian Factory: Woodstock, Ontario



I consider the Grain Dealers Journal a valuable paper for all grain dealers.—  
W. R. Fields, San Antonio, Tex.

**10,000 SHIPPERS**  
Are now using

### TYDEN CAR SEALS

Bearing shipper's name and consecutive numbers.

Prevent  
**CLAIM LOSSES**

Write for samples and prices

**INTERNATIONAL SEAL & LOCK CO.**  
Chas. J. Webb, Vice-President  
617 Railway Exchange Bldg., Chicago, Ill.



### SIDNEY ELEVATORS AND MAN LIFTS

are Money Makers

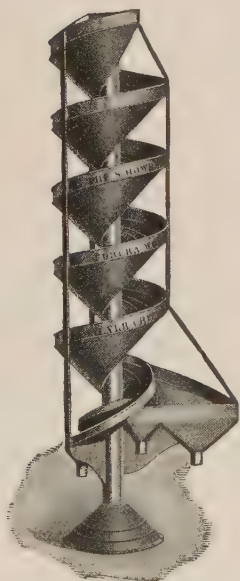
They will reduce your handling expense and speed up your work. Easily installed. For quotations give your requirements.

**SIDNEY ELEVATOR MFG. CO**  
Sidney, Ohio

*A Kansas dealer, who advertised his elevator for sale in the Journal, at a stipulated price, received so many replies from prospective buyers he decided to keep it.*

Conceded to be the most ingenious thing ever invented for

# SEPARATING VETCH FROM RYE



**Automatic  
No Moving Parts**

**Operates on the  
Gravity Principle**

**Self-Acting  
Requires No Power**

Actually pays for itself  
in a few weeks.

*We'll test your samples and show you something interesting*



**S. Howes Co., Inc.**  
SILVER CREEK, N. Y.



## Do It Now

Place your name and business before the progressive grain elevator men of the entire country by advertising in the Grain Dealers Journal. It reaches them twice each month.



# Wanted and For Sale

The rate for advertisements in this department is 25 cents per type line each insertion

## ELEVATORS FOR SALE.

**IOWA**—Six elevators for sale. Doing a nice business. For particulars address 51U29 Grain Dealers Journal, Chicago, Ill.

**WISCONSIN**—Up-to-date grain elevator and flour and feed house for sale or rent. Write Emil Hauterbrook, 1272 Walnut Street, Green Bay, Wisconsin.

**NORTHWEST IOWA** elevator for sale doing a good business; big territory and the best of conditions. Address 51Y10, Grain Dealers Journal, Chicago, Illinois.

**NORTHERN ILLINOIS**—3 country grain elevators for sale with lumber yard attached. All in good repair. Address 51W2, Grain Dealers Journal, Chicago, Illinois.

**STOP!** If our ad runs any longer we will have to refuse to let the mailman in. As it is we have had to put on two extra stenographers just to answer queries.—W. K.

**CENTRAL ILLINOIS**—5,000 bu. capacity elevator for sale or lease with privilege to buy. Electric equipment, strictly modern. Address 51Y2, Grain Dealers Journal, Chicago.

**NEBRASKA**—Elevator under construction for sale. Owner died very suddenly. Modern, iron clad, electric operated. Will be finished in about two weeks. Address W. H. Cramer Construction Co., North Platte, Neb.

**IOWA**—Modern transit elevator for sale, first-class condition, capacity 175,000. Operated for past 55 years by present owners, who now wish to retire from business. Address 51X2, Grain Dealers Journal, Chicago, Ill.

**NORTHWEST OHIO** elevator for sale. Galvanized iron siding; in corn belt. Large crop to handle. No competition. Good schools and churches. A money maker. Address 51W27, Grain Dealers Journal, Chicago, Illinois.

**MISSOURI**—High grade elevator for sale in big corn section on main line of Santa Fe, good rates to all big markets, also Texas, ample storage, cribbed; best of condition; good equipment; block deeded ground; no competition; very few feeders; sell big bargain, small payment down, balance terms. Address H. C. Howard, Martin City, Missouri.

## WANT ADS WORK WONDERS.

They sell elevators, find help and partners, secure machines and engines which you want, sell those for which you have no further use, and perform a myriad of kindred services for shrewd people who use them regularly. READ and USE THEM.

**CENTRAL NEBRASKA**—Three good elevators for sale. Will sell together or separately. One elevator is good transit house at point available to both Union Pacific and C. B. & Q. Railroads. Also have established good wholesale business. This department with good will and complete office fixtures worth as much as elevators. Must turn quickly on account of ill health. No trades. Address 51X12, Grain Dealers Journal, Chicago, Illinois.

## ELEVATORS FOR SALE.

**EVERY ADVERTISER** who has once used our columns invariably finds our pages then and at a later date of service.

**EASTERN NEBRASKA** terminal elevator in first class shape; well located. Address 50A13 Grain Dealers Journal, Chicago, Ill.

**OKLAHOMA** elevator for sale; 10,000 bushel house, cheap; good town. Price only \$6,000. Address 51P18, Grain Dealers Journal, Chicago, Illinois.

**NORTHWEST MISSOURI**—Combined elevator, chick feed and feed mill. Fine plant. Steam and electric power. Good town. Address Roy Wolfers, Hopkins, Missouri.

**IOWA**—All or any part of complete grain elevator and equipment for sale; including two railroad track scales, car pullers, boilers, etc. Address Box 462, Davenport, Iowa.

**CENTRAL WESTERN INDIANA**—Two 16,000 bushel capacity elevators for sale; 1 electric, 1 steam; in order to dissolve partnership. Address Newton Busenbark Grain Co., Crawfordsville, Ind.

**ILLINOIS**—Elevator with grist mill for sale, doing good business in town of 2,000; good schools and churches. No competition, good reason for selling. Address 411 Darcy Building, Joliet, Illinois.

**CENTRAL ILLINOIS** Elevator for sale, about 20,000 bushel capacity, in excellent condition. Handles about 150,000 bushels grain annually, also side lines. Price \$8,500. Address 51Y16, Grain Dealers Journal, Chicago, Ill.

**CENTRAL ILLINOIS**—A 16,000 bushel capacity elevator for sale; electric equipment, on private ground. Price right for quick sale. Possession immediately. Can make terms. Address 51W15, Grain Dealers Journal, Chicago, Ill.

**CENTRAL MICHIGAN**—Iron clad grain elevator and brick feed mill for sale, all equipped with up-to-date machinery and doing a good live business. Will sell home residence with business. Address 51W12, Grain Dealers Journal, Chicago, Illinois.

**OHIO**—Elevator, feed rooms and large cribs for sale; on private grounds on switch from Big 4 and Pennsylvania lines; 15,000 bushels capacity, splendid grain country. Good machinery in running order. Price and terms to sell. Address 51V19 Grain Dealers Journal, Chicago, Illinois.

**OKLAHOMA**—12,000 bushel elevator with 400 ft. good trackage on Rock Island; good coal and feed business in new oil field with average daily cash sales of \$500.00 for the past six months. Good grain point; 12 good merchants on flour jobbing list. One good competitor. Would sell 200-ft. trackage separate. For particulars address P. J. Messer, Mgr. Farmers Co-op. Grain & Elevator Company, Sayre, Oklahoma.

## ELEVATORS FOR SALE

**ELEVATOR FOR SALE**—If you do not find the elevator you want advertised, place your wants in the "ELEVATORS WANTED" section and you will receive full particulars regarding many desirable properties not yet advertised.

**OHIO GRAIN AND COAL** Elevator for sale. 15,000 bus. grain elevator and 500 ton coal elevator for sale. Located in one of the best communities of N. W. Ohio on two good railroads. A good well-established paying business that handles about 200 cars of grain, hay and coal annually. Requires about \$25,000 capital. Fine opportunity for right party. Address 51X17, Grain Dealers Journal, Chicago, Illinois.

## ELEVATORS WANTED.

**WILL** buy or lease good elevator in Iowa, Nebraska or Northern Kansas. Quick reply. Address 51X13, Grain Dealers Journal, Chicago.

**WANTED** to lease for year with privilege to buy, elevator in good grain point in North Central Illinois, with coal as side line. Address 51Y6, Grain Dealers Journal, Chicago, Ill.

**WANTED** to buy or lease several elevators in Kansas, Nebraska and Missouri, north of Hutchinson, south of the Platte River and west of Princeton, Missouri. Will make you good proposition and try to put your elevator on a profitable basis. Address 51W10, Grain Dealers Journal, Chicago, Illinois.

**KANSAS** Elevator practically sold after three insertions. Here's what the advertiser writes: "We enclose check for three insertions of our ad. We have had more than a dozen inquiries from our ad and believe that we will be able to effect a sale." This proves conclusively the value of a Journal Want-Ad.

## ELEVATOR BROKERS.

**J. D. CHANCELLOR & SON**  
Elevator Brokers,  
515 Columbia St.,  
Lafayette, Indiana.

**ALWAYS HAVE GRAIN ELEVATORS** for sale and would like to list a few more worth the money. Have buyers waiting.

If you are in the market write me fully as to amount you wish to invest and location you prefer.

**JAMES M. MAGUIRE,**  
6440 Minerva Ave., Chicago, Ill.

## FUNNY EXPERIENCES.

### FUNNY STORIES WANTED.

Write the story of your funniest grain trade experience to the Journal and you will receive one dollar for each story published. Address The Smile Coaxer, Grain Dealers Journal, Chicago, Ill.



**BUSINESS OPPORTUNITIES.**

**WANT TO HEAR** from owner having elevator or other business for sale. State cash price and particulars. John J. Black, 57th Street, Chippewa Falls, Wisconsin.

**TEXAS**—Half interest for sale in well established, hustling wholesale and retail grain and coal business. Owning valuable property embracing 15 lots, good equipment, elevator, warehouses, trackage, etc. Located in one of best towns in the Union, center of wheat, grain and feed district, North Texas. Need additional capital to do a larger business. \$5,000 will handle deal. If you are a live wire and have the money you can't beat it. Act quick. Address Box 145, Plainview, Texas.

**TEXAS**—Wholesale and retail flour, grain, feed and coal business in city of 7,000 located in lower Panhandle of Texas for sale, consisting of 50 barrel Anglo-American Flour Mill complete, now operating, three-pair-high roller meal and feed mill, 14,000 bushels iron clad elevator with ample warehouses, coal yard, brick office building and grounds (eight lots with 250 feet of best trackage in city.) All in first-class condition. Address Sewell Grain & Fuel Co., Vernon, Texas, owners.

**FLOUR MILL FOR SALE.**

100 BARREL flour mill for sale, complete first-class condition. \$5,000 cash will handle; investigate this. Address Robert A. Wilson, Cashier, Farmers National Bank, Pleasant Hill, Missouri.

**SAMPLE ENVELOPES.**

**SAMPLE ENVELOPES—SPEAR SAFETY**—for mailing samples of grain, feed and seed. made of very heavy manila for strength and durability and to withstand hard usage. Special folding method for closing envelope. Have a limited supply to sell at \$2.50 the hundred, f. o. b. Chicago. Sample mailed on request. Grain Dealers Journal, 309 So. La Salle St., Chicago, Ill.

**PAINT**  
**That Saves Most Money**


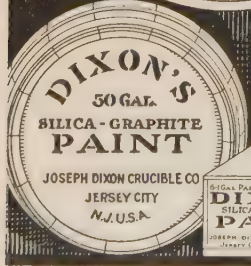

Dixon's Silica-Graphite Paint is the **LONGEST SERVICE** paint. That is to say, it lasts twice as long as cheap paints, thus saving in labor and material. It is the most water-repellent paint shown.

**DIXON'S**  
**Silica-Graphite**  
**PAINT**

is made in First Quality only. It has a reputation of over fifty years. Recommended and widely used for metal and wood surfaces.

Write for Booklet No. 15B and long service records.

Made in Jersey City, N. J. by the  
**Joseph Dixon Crucible Company**  
Established 1827



**50 GAL.**  
**SILICA - GRAPHITE**  
**PAINT**

JOSEPH DIXON CRUCIBLE CO  
JERSEY CITY  
N.J.U.S.A.

**SILICA PAINT READY MIXED**  
**DIXON'S**  
**SILICA GRAPHITE**  
**PAINT**

JOSEPH DIXON CRUCIBLE CO  
JERSEY CITY, N.J.U.S.A.

**HELP WANTED.**

**WANTED**—Good elevator man to take charge of machinery. One who understands steam. Address A. P. Bump, Keensburg, Ill.

**ACCOUNTANTS**

**J. A. CAMPBELL—PUBLIC ACCOUNTANT**  
Grain Business a Specialty.  
Write for dates. Sheldon, Iowa.

**TO TRADE.**

**FOR TRADE**—A choice 160 a. irrigated farm, all fenced and under cultivation; valuable water rights go with land. Land productive, good climate, good markets, close to town, clear, with perfect title. Will trade for one or two good grain elevators in northwestern Iowa, southeastern S. Dakota or northeastern Nebraska. Address 51Y5, Grain Dealers Journal, Chicago.

**FLOUR FOR SALE.**

**MIXED CARS** of flour and mill feeds in 100 pound sacks are our specialties. We are now manufacturing a full line of corn goods, cracked corn, feed meal, corn and oats chop. Ohio Farm feed, shelled corn and standard oats in connection with our flouring mill. Would like to send you a trial to convince you of the superiority of our products. Ansted & Burk Co., Springfield, Ohio.

**BAGS—BAGGING—BURLAP.**

**BURLAP BAGS OF EVERY KIND FOR SALE**; new or second-hand, plain or printed with your brand; seamless Cotton Grain Bags; Sample Bags; Burlap, Cotton Sheeting or Paper for Car Lining, etc. Wanted: Second-hand bags, best prices paid.  
WM. ROSS & CO., 409 N. Peoria St., Chicago.

**THE WANTED—FOR SALE DEPARTMENT** of the Grain Dealers Journal is a market place where buyer and seller, employer and employee, and those offering investments can meet to their mutual advantage and profit, and it will pay every subscriber to give these columns a close study twice each month, because of the constantly changing variety of opportunities seeking your consideration.

**MISCELLANEOUS.**

**FOR SALE**—20-50 pound Howe Scale weights. in good condition. Chas. Love, Macon, Ill.

**STOP! READ! THINK!** This advertiser writes—"Your service brought me 24 replies." We can do the same for you. Don't wait, write NOW.

**NAMES OF POOL MEMBERS WANTED.**  
Wanted, names and addresses of farmers sued by wheat pool for non-delivery of grain contracted. Address 51W23, Grain Dealers Journal, Chicago, Illinois.

**WOOL WANTED.**

**ELEVATOR OPERATORS** who have wool to ship will find it to their advantage to tell the 6,700 regular readers what they have to offer. An advertisement in this column will cost you but 25c per type line per insertion.

There is no better time to advertise than the present. Better start before your competitor. Write the JOURNAL today.

# It's Money in Your Pocket

to use the Universal Grain Code. Read the following letter, written by a firm that is well known and who are users of the Universal Grain Code.

111 W. Jackson Blvd.

Chicago, Nov. 3, 1920.

Grain Dealers Journal,  
305 So. LaSalle St.,  
Chicago, Ill.

Gentlemen:

We beg to advise that ever since the publication of the Universal Grain Code, we have used it continually with most of our brokers, and find it very satisfactory indeed. We found it a little difficult at first to educate some of our brokers to its use, but finally overcame any objections they had and now we use it almost entirely in transacting our cash grain business between the various markets in the East and Chicago. It is not only very complete in all details but is made up in a manner that permits of considerable saving in telegraph toll.

Yours very truly,

J. C. SHAFFER GRAIN  
EMC\*ES COMPANY

Note what they say about the completeness of the code and how easy it is to find words thru the convenient arrangement. Many other grain firms say the same.

The code contains 146 pages of policy bond paper on which are printed over 14,000 code words for modern, up-to-date trade expressions, every one of which will effect a saving in your telegraph bills.

Follow the example of the J. C. Shaffer Company and stop the leaks in your profits by using an up-to-date, complete grain code.

Send your order today  
Price \$3.00

## Grain Dealers Journal

309 So. LaSalle St. CHICAGO



## MACHINES FOR SALE.

**HAVE** several Union Special Bag Closing Machines of various sizes for sale. Address 51Y15, Grain Dealers Journal, Chicago, Ill.

**MATTOON** Car Loader for sale. In first-class condition. Address 51V9 Grain Dealers Journal, Chicago, Illinois.

**ONE NO. 8** Hess Grain Drier for sale at a bargain; in first-class condition, ready to erect immediately. Address 51W29, Grain Dealers Journal, Chicago, Illinois.

**REPLY REGARDING MY AD.** I received twelve answers from the first appearance. In fact, sold machine to first inquirer—could sell a carload of them from one insertion.—C. A.

**10,000 BUSHEL** steel grain tank for sale, good condition; fine track scale. 25 h.p. engine and boiler, good condition. Western corn sheller for sale very cheap. Write Wabash Grain Co., Oaktown, Indiana.

**HALL DISTRIBUTOR FOR SALE.**  
7" 12 duct. Net \$139.50.  
Sells to trade for \$155 complete with dial board (2 pieces attached). One bundle of pipe. Brand new, never uncrated, f. o. b. Creston, Ia. Younglove Construction Co., Sioux City, Iowa.

**DO YOU WANT A MACHINE** that is not advertised here? Make your wants known in the "Wanted" columns. Someone has the machine you want, but has not started advertising it for sale in the Grain Dealers Journal.

**SAVE YOUR MONEY.** Write us for prices on new or used Separators—Oat Clippers—Corn Shellers and all kinds of Elevator Machinery, Elevator Buckets—Manila Rope—Fibre Clad Wire Power Shovel Ropes—Belting, etc. Also new and used pulleys. Standard Mill Supply Co., Kansas City, Mo.

**FOR SALE**—Attrition Mills; 1—24" motor driven ball bearing; 1—18" ball bearing Dreadnaught; 10 plain bearing. Two 3 high and two 2 high feed rolls; Union Iron Works corn shellers, 3 other shellers; 10 large elevators; 10 small elevators; 5 Bowsher Mills; 1 Huhn Cereal Drier; Scales; Motors; Cleaners; Separators; Pulleys; Shafting; Hangers; Conveyors. Write us and save money. A. D. Hughes Co., Wayland, Michigan.

## REAL BARGAINS.

**Prompt Attention.** Quick Shipments.  
When in need of elevator or mill machinery, notify us. We are headquarters for power and transmission equipment, and have on hand several well-known makes of motors, boilers, engines, etc.

Send us list of all your wants. We can supply you with full line of machinery for elevators, flour, corn and cereal mills. Complete equipments for modern mills of all kinds, molasses, stock and poultry feed plants, plans, specifications, flow sheets, etc., our specialty.

Write us without delay.

Geo. J. Noth, Mgr.,

9 S. Clinton St.

Chicago, Ill

## DYNAMOS—MOTORS.

**DYNAMOS AND MOTORS WANTED**—Buyers of this equipment are reached in largest numbers and at the least expense through the use of the "DYNAMOS-MOTORS" columns of the Grain Dealers Journal—the medium for power bargains.

## ENGINES FOR SALE.

**15 H.P. OTTO** Gas Engine for sale. Runs like new. Bargain for quick sale. Address Box 175, Wetmore, Kansas.

**ONE 6 H.P.** Fairbanks-Morse type Z gas engine for sale. Used less than 60 days. Will sell cheap. Write The Lone Rock Exchange Company, Lone Rock, Iowa.

## SCALES FOR SALE.

**SECOND HAND SCALES** for sale of any make, size, or price, always find ready buyers when represented in the "Scales For Sale" columns of the Grain Dealers Journal.

**BRAND** new 8 bushel Fairbanks Automatic Scale for sale. This scale has never been out of the crates. Reason for selling have purchased larger size. Address George Schissel, Vincent, Iowa.

**WANTED** to put your idle capital to work. That rusty machine over there in the corner is of intrinsic value to some member of the grain trade. You can make a sale or a trade if you use these columns.

**FOR SALE**—One ½ bu., two 1 bu., four 3 bu., one 4 bu., and one 6 bu. Richardson Automatic Grain Scales, some new. One 5 bu. Fairbanks Automatic. One 5 bu. and two 6 bu. Richardson Sacking Scales. Standard Mill Supply Co., 501 Waldheim Bldg., Kansas City, Mo.

## SITUATION WANTED.

**WANTED**—Position as agent or manager of country elevator, 9 years' experience, A1 reference and bonds. Address 51Y9, Grain Dealers Journal, Chicago, Ill.

**POSITION** wanted as manager of farmers elevator in the corn belt; 12 years' experience handling corn, grain, timber and livestock. Address 51Y13, Grain Dealers Journal, Chicago.

**PRACTICAL** experienced grain man wants position—any market; country acquaintance Illinois, Iowa, Minnesota, also terminal markets; 14 years at Chicago. Address 51Y4, Grain Dealers Journal, Chicago, Ill.

**POSITION** wanted as manager of grain elevator by man with 10 years' experience in buying and selling grain, lumber and coal. A1 references. Address 51W22, Grain Dealers Journal, Chicago, Illinois.

**WANTED—POSITION AS MANAGER OF ELEVATOR BY MAN OF LONG EXPERIENCE AND WITH A1 REFERENCE. EITHER WORKING INTEREST OR SALARY. ADDRESS C. F. BARNHOUSE, UPPER SANDUSKY, OHIO.**

**GRAIN** man, 42 years of age and with college education desires to make connections with some reliable grain concern. Have had 18 years experience in all phases of the terminal grain and elevator business with special reference to physical handling and marketing of grains. Can arrange to give services at an early date. Address 51V15 Grain Dealers Journal, Chicago, Illinois.

## WANT ADS

in the GRAIN DEALERS JOURNAL make wants known to everyone connected with the grain trade. If you desire to buy or rent, sell or lease an elevator or anything used by grain dealers, try a JOURNAL want ad twice a month and your want will soon be satisfied.

## Make Your Business

A Christmas present that will assist it to avoid the snares and pitfalls of new trade highways. Send it the convictions, suggestions and experiences of your brother grain dealers twice each month by subscribing to **The GRAIN DEALERS JOURNAL.**

309 So. La Salle St., Chicago, Ill.

Gentlemen:—In order that I may profit by the experience of others in the grain trade, please send me the Grain Dealers Journal on the 10th and 25th of each month. Enclosed find Two Dollars to pay for one year.

Name of Firm.....

Capacity of Elevator

Post Office.....

.....bus.

State.....

Use Universal Grain Code.



## GRAIN WANTED.

WANT to hear from parties having cull peas, cracked corn, corn meal, kafir and mill feeds. Send prices and samples. Brown Grain Co., Hayward, California.

## Helpful Books

FOR

## Carlot Grain Handlers

**Clark's Decimal Wheat Values:** These tables are the same as described above, with the exception that they cover only wheat and show the value at a glance or with one addition of any quantity of wheat from 10 lbs. to 100,000 lbs. at any market price from 50 cents to \$2.39 per bushel. Printed on ledger paper and bound in art canvass. Order Form 33X. Price \$2.00.

**Purchase & Sale Contracts** is a new book, designed to meet an ever increasing demand for a record which will enable the dealer to balance his purchases and sales contracts to determine instantly whether he is long or short. Left hand purchase page column headings are: Date, From Whom Bot, Bushels, Grade, Delivery, Price, By Whom, How and Remarks. Right hand sales page column headings are: Date, To Whom, Bushels, Grade, Shipments, Price, By Whom, How and Remarks. Book contains 80 double pages, size 8½x14 inches, ruled and printed on heavy ledger paper and well bound in heavy canvas. Order Form 18 P&S. Price \$2.75.

**Clark's Decimal Grain Values:** Saves time and money and prevents errors. It shows at a glance, or with simple addition, the cost of any quantity of grain from 10 to 100,000 pounds at any given market price and reduces pounds to bushels on the same page. Values are shown directly from pounds without reducing to bushels. Pounds shown in red figures and values in black; price being given at top and bottom of each page. Prices for oats range from 10 cents to 79 cents a bushel; for corn, rye and flaxseed, 10 cents to \$1.09 per bushel; for wheat, clover, peas and potatoes, 30 cents to \$1.59 per bushel; for barley and buckwheat, 20 cents to \$1.49 per bushel. Order Form 36. Price \$5.00.

All prices are f. o. b. Chicago.

GRAIN DEALERS JOURNAL,  
309 So. LaSalle St., Chicago, Ill.

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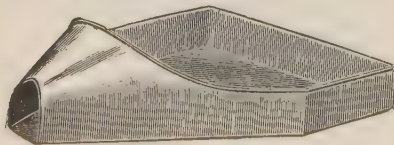
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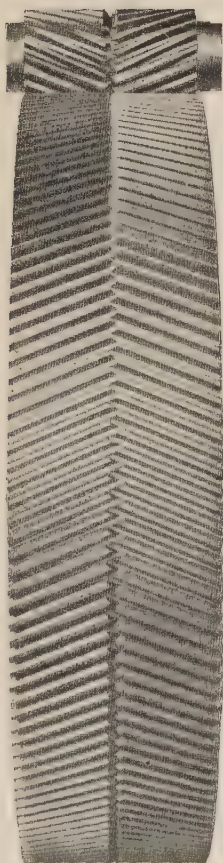
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# GRAIN DEALERS JOURNAL

309 South LaSalle Street, Chicago, Ill., U. S. A.  
Charles S. Clark, Manager

Published on the 10th and 25th of each month in the interests of better business methods and improved handling facilities for progressive wholesale dealers in grain and field seeds.

**SUBSCRIPTION RATES** to United States, semi-monthly, one year, cash with order, \$2.00; single copy, 15c.

To Foreign Countries within the Postal Union, prepaid, one year, \$3.00; to Canada and Mexico, prepaid, \$2.50.

**THE ADVERTISING** value of the Grain Dealers Journal as a medium for reaching progressive grain dealers and elevator men is unquestioned. The character and number of advertisements in each number tell of its worth. If you would be classed with the leading firms catering to the wholesale grain trade, place your announcements in the Journal.

Advertisements of meritorious grain elevator machinery and supplies and of responsible firms who seek to serve grain dealers are solicited. We will not knowingly permit our pages to be used by irresponsible firms for advertising a fake or a swindle.

**LETTERS** on subjects of interest to those engaged in the grain trade, news items, reports on crops, grain movement, new grain firms, new grain elevators, contemplated improvements, grain receipts, shipments, and cars leaking grain in transit, are always welcome. Let us hear from you.

**QUERIES** for grain trade information not found in the Journal are invited. Address "Asked-Answered" department. The service is free.

## CHICAGO, DECEMBER 10, 1923

**LIVE WEEVIL** is found in so many cars arriving at terminal markets that dealers are cautioned to examine their binned wheat before too much damage has been done by the pests.

**THE U. S. GRAIN Corporation**, through its war time control of the grain products of the United States, accumulated a surplus of \$59,000,000 but recent investigation of the agricultural bloc which was determined to use this vast sum for promotion of its own purposes, discloses the fact that most of the money was invested in worthless bonds issued by Austria and Poland. The tears and loud shouts of the agriculture bloc serve principally to postpone the day of tax reduction.

**A CALIFORNIA COURT** has decided against the prune pool in a recent decision published elsewhere in this number. Few farmers are willing to go through five years selling their product at less than market prices if they can avoid it, but most of them seem afraid to contest the pools' claim of control over their products in the courts. If the sufferers would take one of these lopsided contracts to the United States Supreme Court no doubt it would be knocked out because the pooling ass'n agrees to do nothing and a number of the lower courts have ruled against the contracts because the conditions of the contract lack mutuality. The pooling managers seem averse to promising anything definite, but they insist on having a binding agreement for every ounce of the producers grain for five years to sell as may suit their whims.

**THE ORDERLY MARKETING** shibboleth is demolished by the statistician of a leading Chicago grain firm in an article in another column of the Journal proving that instead of holding wheat it is the best policy for North American producers to sell when other foreign sources of supply are not feeding Europe. The mistaken holding policy would result in dumping our surplus on the market just when some foreign country is marketing its surplus, with a consequent undue depression of the market price.

**IF ALL ELEVATOR** operators who suffer a loss of their property by fire or even have it damaged by fire would make a vigilant effort to determine the exact cause of the fire and report it, they would go a long ways toward helping other elevator operators to prevent the occurrence of fires in their plants from the same cause. Information of this character is always most welcome to our news columns. Mutual fire insurance companies have long made an earnest effort to learn the causes of all fires occurring in grain elevators, but even they have been unable to get satisfactory information regarding every fire. The co-operation of elevator owners in determining the cause of all fires would certainly help to reduce the loss of insurance by the correction of many fire hazards which are not now recognized.

**KANSAS'** new wheat pool that will go into effect May 24 if growers of 44,000,000 bus. join will give its promoters a splendid opportunity for another first-class fiasco. Assuming that the farmers are foolish enough to join and it costs them as much to handle the wheat thru the pool as it did the Oklahoma-Texas pool on the 1922 crop, 14.6 cents per bushel, the farmers of Kansas will pay out \$6,424,000 for the privilege of "marketing their own grain." In view of the comparison of prices received by poolers and non-poolers compiled some time ago by the sec'y of the Kansas Farmers Grain Dealers Ass'n, it seems hard to believe that farmers who went into last year's pool should be willing to repeat their loss of 9 cents per bushel, or that those who were fortunate in not signing the 5-year contract should now join only to get stung.

**BUSINESSMEN WHO** have been wondering why they are so harassed by government officials may find the explanation entirely outside of their own line of business. It is not that merchants are in need of watching, but that the government employees must stir up the public by attacks on merchants and industry to show that they are doing something to warrant the continued payment of their salaries. There are so many public officials that they can not all find employment for their time in legitimate and productive fields. One person out of every dozen over 16 years of age gainfully employed in the United States is on the public payroll. Pensioners and other inactive persons get annually \$320,000,000; and in addition there are 2,700,000 persons on payrolls of state, federal and municipal governments who are expected to be active, costing an additional \$3,500,000,000 a year. With billions going into the spying business every year, small wonder that businessmen are pestered to death.

**THE ONLY REASON** the political pot-boilers, the agitators and the demagogues are beseeching the government to help them induce the farmers to organize pools for marketing their grain is that it makes it much easier for the various promoters to get what they are after. None of them have any real interest in the farmer. Some want his votes while the majority of the agitators are simply after his money and unfortunately the producers do not appreciate that they are being exploited by a lot of selfish schemers.

**PROTEIN** percentage as a criterion of the value of a feed was criticised at the convention of the Ass'n of Feed Control Officials, reported elsewhere in this number. One speaker declared that the day is approaching when the protein content will be disregarded and feeds graded on qualitative and quantitative composition. Manufacturers of mixed feeds long have disregarded the percentages of crude fiber, protein and fat, except as required by the state to be placed on the container, giving their attention to compounding a feed that would get the results the feeder desired in the way of milk or meat production. It is this co-operation of the manufacturer with the feeder that has created the great mixed feed industry of today. Results obtained from the factory-made article are so superior that users will never go back to farm mixing.

**A NEW PLAN** for catching suckers has been evolved by the manager of the American Wheat Growers Ass'n. The grower is to be taxed only 7½ cents per bushel on wheat produced to create a fund to pay a bonus of 30 cents per bushel on all wheat exported, the farmer getting back the tax paid and coming out with a net gain of 22½ cents per bushel from the domestic consumer of ¾ of the crop at home. The motto of the agitators seems to be to "keep the farmers interested and amused" regardless of the impracticability of the schemes advanced. Analysis shows three serious flaws in this program. One is the impossibility of persuading the farmers voluntarily to give up 7½ cents per bushel, another the opposition of the consumer, and the third the fact that many farmers would grow and sell wheat on the sly just as moonshine is now made, even with laws against it.

**FREIGHT RATE** reductions to aid the wheat grower at the expense of shippers of other merchandise still appeal to the class-conscious Sec'y of Agriculture. In one of his arguments given to the press Nov. 26 the Sec'y throws a boomerang when he informs us that the freight rate from the wheat producing area of Argentina 140 miles to the seaboard is 10 cents, while the rate from McPherson, Kan., 974 miles to New Orleans is 27 cents a bushel. If the Argentine rate is a fair one, the Kansas farmers ought to be paying 7 times 10 cents or 70 cents a bushel. On the same date the U. S. Shipping Board gave out the statement that its vessels were transporting to Europe American wheat at \$1.35 a ton, said to be less than the cost of loading and unloading the wheat. Does this subsidy at the expense of the American taxpayer go into the pockets of the European consumer of wheat or to the grower in this country?



THE EXTRAVAGANCES of government have more than doubled the taxes of the railroads and other property during the last ten years. The railroads and business generally must earn taxes before interest, wages and dividends are thought of. Notwithstanding the great increases in cost of doing business an Idaho senator has introduced a bill designed to reduce all freight rates on agricultural live stock products 33 1/3%. If the government is determined to force many of the railroads into a receivership then radical laws of this character should be enacted.

REPORTS IN this number show that some Kansas farmers are very sick of their pooling contracts and a few are holding out with the result that suits are being filed against them. If the pool is such a wonderful help to the grain grower it should not be necessary to require a five year contract or to sue him for neglecting to market his grain through the pool. The returns in themselves should make the growers deaf to all other marketing methods. If the pools were half as successful as the promoters claim, farmers would not be striving to break their contracts.

REPEAL of the fair return section of the Transportation Act as provided in a bill introduced by Senator Capper would have the useful effect of destroying the basis for the false impression that the government did in fact guarantee the return of any percentage on the investment in the roads. The so-called guaranty guarantees nothing except that the I. C. C. shall endeavor to fix rates high enough to enable the roads to earn the return. If the Commission fails to do so the roads have no recourse. The introduction of this bill is a play to the galleries, as the Senator knows he is not depriving the carriers of anything valuable.

OKLAHOMA WHEAT is said by the inspector at Oklahoma City to be going around the terminals direct to the mills without inspection, to a greater extent this year than ever before. He ascribes this lack of demand for federal inspection to the good quality of the crop, his inspections this year having been only 50 per cent of normal. Another reason may be found in the whittling down of margins of profit and the keener competition not leaving an extra fraction of a cent per bushel to pay for terminal market service and particularly for an added cost of transportation, or the cost of interest on draft, etc., incidental thereto.

CORN millers are returning to their homes from their recent annual meeting at Chicago with greater confidence in the future of their industry. Individually the members of the Federation had become convinced that the salvation of their business depended on getting a fair price for the product; but the way concessions had been made to buyers in prices and terms, by others, it seemed the trade was going to the dogs. It was therefore with a feeling of relief they learned at the meeting every other corn miller who was sufficiently enterprising to attend the convention was equally convinced that there must be a margin above cost of production.

FIXING THE value of the railroads in compliance with Senator LaFollett's pet scheme has cost the railroads \$67,000,000, and the government \$23,000,000 and the end is not yet in sight. The figures so far obtained do not differ materially from the railroads' own property valuations, so the enormous sum this radical proposed to save for the shippers of the land has disappeared and the taxpayers will have over \$100,000,000 to make good.

BAD ORDER cars should never be loaded by a grain shipper because the railroad company will refuse to move same until released from liability for safe and full delivery of car's contents. When unable to obtain good condition cars for shipping grain, shippers should send written notices to superintendent of division and freight traffic manager demanding grain tight cars, then wheels of good cars will begin to move their way. The local station agent cannot be expected to exert himself to obtain good cars so long as shippers will load poor cars and assume all liability for delivery.

JUMPING down into a bin from which grain is being drawn or into the hold of a boat in which the marine leg is working is equally hazardous. As soon as the mass of grain is set in motion by withdrawal at the bottom it becomes as unstable as quicksand. As told in our New York state news items this number one young man lost his life at a Buffalo elevator by being sucked under the surface of grain into which he had leaped while the marine leg was working in the hold of the boat. Safety first demands that all employes be warned against getting into the grain without some means of independent support.

THAT THE wheat grower can save the cost of marketing by doing it himself is the insecure foundation of most of the marketing propaganda, and the Sec'y of Agriculture hugs this economic error when he states that "In the United States farmers haul their own grain to the country shipping point and the labor cost of this service is absorbed in the production cost of the wheat." In Argentina the Sec'y says this is done by contractors at a charge of a little over 3 cents a bushel for the average 9-mile haul. Queer that so many up-to-date dairymen in the United States have discontinued hauling milk to market and have this work done by contractors who call at their farms for the milk while the farmer attends strictly to production.

THE ANNUAL REPORT of the Sec'y of Agriculture just made public is a disappointment in its failure to give complete information on the work done by the various bureaus. Either the employes of the Department are doing no work or the Department heads fear that if the President learns the truth he will discharge the loafers. The public interest will be promoted by encouraging research and experimental work that increase the production of agricultural wealth and by discharging every employe whose time is devoted to so-called "marketing" solely directed to the division of the consumer's dollar. Repeal of the Capper-Tincher Act and the Packers and Stockyards Act would assist the Sec'y to eliminate an army of needless employes.

## Shippers Weights.

Every year or two controversy over railroads refusal to accept shippers guesses on amount of grain placed in car brings to light the lack of reliable facilities for weighing out grain in some country elevators. Circular 127 of the C. & N. W. R. has created some misunderstanding regarding shippers right to use S/O B/L without giving the actual weight of the grain placed in car. Recent developments disclose the fact that it is not intended to force shippers to put in weighing facilities, but to insure their giving weights which they believe to be right.

The chances for error in the weight of grain loaded from elevators not having modern weighing facilities are too great to be tolerated. Guessing at the weight of grain shipped is surrounded with too many hazards. Sloppy guess work at shipping stations encourages guess work at destination. Shippers who want pay for every pound of grain they place in car install and keep in working order, the best shipping scale obtainable and always find it a profitable investment. The grain dealer whose business is not of sufficient volume to justify the provision of reliable weighing facilities owes it to himself to get in some other line or to move to some other station.

## Splendid Results of Co-operation between Shipper and Carrier.

At the first national conference ever held of the Regional Advisory Boards of the American Railway Ass'n at Chicago, Nov. 16, it was clear to all present that the wonderful achievement of the railroad companies in moving all freight offered during 1923 with practically no car shortage has been due solely to the co-operation of shippers with carriers.

In former years the railroad companies had no reliable information as to just where and when cars would be required to move the crops. The officials knew the crops would have to be moved, and sometimes cars were accumulated and standing idle for weeks waiting for the movement, while an acute shortage existed elsewhere in the United States.

A year ago a great outcry arose that the cattle of Texas would die and be a loss unless cars were furnished. Shippers ordered cars for cattle from 6 or 7 roads, to be sure to have some. Many cars needed for the movement of fat cattle from Iowa and Illinois to Chicago were diverted to the southwest, where they were in fact not needed. This year the chairman of the War Finance Corporation went to the heads of the American Railway Ass'n at Washington and declared that unless cars were sent to Texas half the cattle would die and the War Finance Corporation would go broke. Instead of sending cars post haste to succor the Southwest the Ass'n took it up with the Southwest Regional Advisory Board, on which were 17 shippers' representatives who were posted on the need for cars. The result was no shortage.

The only real shortage developing this season was in the Southeast, where for 6 days there were not enough cars for the movement of cotton. This shortage was completely relieved in less than a week by sending empties from Dakota to Georgia, information from



the Northwest Regional Advisory Board being that the cars intended for the grain movement would not be needed for a few weeks. The carriers could place reliance on this assurance because on the Board were 16 men from different industries well posted on the situation.

At the Chicago conference it was brot out that to continue functioning successfully the members of the advisory boards must be present at the meetings called by their chairman in the respective regions. Attendance at the meetings is the real secret of success. Unless the representatives of the grain trade go to the meetings they will not be in a position to complain that they are not getting cars for grain.

## The Cost of Marketing Wheat Through Pools.

The promoters and solicitors organizing wheat pools know full well that producers will save nothing by marketing their wheat through a pool. This is clearly evidenced by the case of a Kansas organizer published elsewhere in this number wherein he refused to avail himself of the services of the pool he had just organized and marketed his wheat through the regular dealers. However, the possession of this information and the facts regarding the extravagant costs of marketing made by the various pools does not seem to embarrass the promoters of new pools in the least. They go to the producers with an enthusiastic argument and get his name on the dotted line before he knows what he is signing.

The review of the audit of the Oklahoma Pool published elsewhere in this number proves it to be more expensive to producers than any which has yet been reported. The North Dakota Pool was able to market 2,981,763 bus. at an average cost of 13.7 cents. The Oklahoma Pool which has recently closed its pool on the 1922 crop, handled 3,122,373 bus. at an average cost to each grower of 14.6 cents, and on top of this extravagant cost it marketed this grain at a price nearly 8 cents below that prevailing at country elevators in that state. On the basis of No. 1 it paid Oklahoma wheat growers 91.9 cents per bu. Other wheat growers of Oklahoma who saw fit to market six million bus. of wheat at the regular established country elevators received an average price on the basis of No. 1 of 99¾ cents per bu. Colorado's pool is said to have handled the 1921 crop for about 13 cents.

Now the star champion of the pool method of marketing agricultural products, Aaron Sapiro, has time and again pointed with pride to the marvelous success of the raisin pool, which would have collapsed long since had it not been for the Volstead Act, but even this "very successful pool" had to go out last

spring and beg several million dollars to carry it through the season.

Wheat is a world product and we must market our surplus in competition with surplus wheat from Canada, Russia, India, Argentina and Australia, so it is not possible for us to boost the price at any season of the year by holding wheat off the market. This is one of the favorite arguments of pool promoters. But holding back wheat this year promises to work to the great expense of the holders, for while we have been holding back, Russia and Canada have been rushing wheat into the European markets and in January another flood will be released from the Argentine.

The trouble with the wheat pools is that the sharpeners who promote them have little knowledge of the methods, practices and conditions prevailing in the world's grain markets, so they have no conception whatever of the difficulties they are about to face. So long as they are able to draw fat salaries and force the farmer to stand all the losses and pay all the bills, they have no worry, but the deluded farmers who are induced to join these pools pay dearly for the privilege.

The overly anxious politicians have been grossly misled by the distress cries of the self-selected leaders of the various farming organizations, many of which exist only in name, into supporting any scheme which looks as though it could be depended upon to catch a few more farmer votes. Hence we find Mr. Meyer and a number of loud-mouthed Congressmen shouting for co-operative marketing associations without ever considering the many pool failures and the lack of grain pool successes. The promotion of new pools will be continued just so long as the agitators can catch suckers and obtain control of their grain.

One trick commonly practiced by many pool managers is to neglect to settle for one crop until they get their clutches on the following crop, then they can report the extravagant costs of handling the last crop and remit the small balance due without fear of the grower attempting to withdraw until he has obtained payment for the new grain turned over to the control of the pool. Then, too, by mixing the accounts of different crop years, it is more difficult to check up the actual results obtained on any crop and by promising impossible returns the grower's hopes are buoyed up to try again.

Grain dealers throughout the land owe it to themselves and to their farmer patrons to expose the slanderers of their business and the vampires now preying upon the credulous producers.

## "Concrete Elevator Burned—No Insurance."

Owners and operators of reinforced concrete elevators and of so-called fire-proof elevators will find much of special interest to them in our report of the recent fire in the reinforced concrete elevator at Jamaica, Ill. Like many other fire-proof elevators this plant contained much wood and the accumulation of grain dust facilitated the communication of fire to all parts of the building. The fact that the fire started in the cupola and spread downward was the only thing that saved the wood in the driveway and basement. The burning of the wood valves over the bin outlets flooded the driveway and basement with grain and smothered the fire, but of course the damage to the grain was greater than it would have been to the wood in the basement.

Sad to relate the operators of this elevator felt so secure against any destructive effects from the fire fiend that they carried their own insurance. In order to re-equip the concrete walls with non-combustible material, the stockholders have loaned the company \$25.00 a share. However the sentiment prevailing is that the property shall henceforth be kept well insured. The cost of fire insurance on concrete elevators not filled with wood is so small that no operator can afford to carry his own insurance.

The Jamaica Company no doubt was possessed of a first-class elevator, but the burning of the wood and the dust caused so much damage to the property that it will be lucky if it gets out with a loss of anything less than \$7,500. This does not include loss of business during time elevator is idle. Wood leg casings, wood platforms, spouts, and bin outlets are all combustible and should not be tolerated in a concrete house.

Every elevator man who is anxious to obtain a maximum protection for his property from fire will not only consult an insurance company specializing in the fire hazards of grain elevators he contemplates building or making any alterations, but he will follow such advice in all construction work and after the work is completed he will insure the property in a reliable company against fire.

The Jamaica fire serves to emphasize the fact that concrete may reduce fire hazards, but it will not correct all of them and those grain dealers who depend upon concrete solely for protection are doomed some day to suffer a heavy loss.

## Leaking in Transit

Grain dealers can help brother sufferers in the collection of claims for loss by reporting to Grain Dealers Journal, for free publication, car initials, number, place, date and condition of car seen leaking grain in transit.

Recently we have received reports of the following leaking or bad order cars:

C. M. & St. P. 502465 passed thru Hartley, Ia., Nov. 29, eastbound, leaking oats freely at drawbar.—Pavik Grain Co.

C. M. & St. P. 86960 was set out at Unionville Center, O., Nov. 19, leaking corn at end of bolster. I patched the leak.—H. Hall.

S. P. 8762 passed thru Berwick, Ill., southbound Oct. 16, leaking wheat near door post. No chance to repair.—Wm. Watson, mgr. Berwick Grain & Supply Co.

I. C. R. R. 38743 going north thru Kankakee, Ill., Sept. 5th, 11:30 a. m., leaking corn.—Kankakee Farmers Grain Co., W. A. Pegram.

C. B. & Q. 103864 passed thru Venango, Nebr., leaking at door post.—Farmers Union Co-op. Grain Co., Sept. 1.

**THE MAN** who works simply for the wage at the end of the week, and only does what is necessary to get it, keeps himself down. The man who, in skill and devotion, is always ahead of the demands of his work is on the highway to independence. He who would succeed must not only work, but educate himself as he works.



## Asked— Answered

[Readers who fail to find information desired on any subject of interest to grain dealers should send us their query for free publication here. The experience of your brother dealers is worth consulting. Replies to queries are solicited.]

### Cockle, Wild Peas and Vetch.

*Grain Dealers Journal:* We are desirous of obtaining information as to where cockle is found in various states of the Union. Information regarding wild peas or vetch would also be highly acceptable.—L. H. B.

**Ans.:** Inquiry at the Board of Review, Chicago, brings forth information that cockle and wild peas are widely distributed over the United States, especially in areas producing soft red winter, spring, and durum wheats.

The states showing the heaviest infestation are North and South Dakota, Minnesota, Michigan, Pennsylvania, Southern Ohio, and sections of Indiana.

Records of these states, with infestation by counties, can be obtained from the Bureau of Plant Industry, Department of Agriculture, Washington, D. C.

### Bad Order Cars at Shipper's Risk.

*Grain Dealers Journal:* We loaded car L. & N. 4332 at Saunemin, Ill., with corn on the Wabash railroad. Carrier obliged us to sign the B/L relieving it of any damage on account of loss because car was in bad order. At that time the only cars we could obtain were bad order cars and the carrier was coercing its shippers by forcing them to load such cars.

The car in question was shipped to Chicago and reported by H. A. Foss, weighmaster, to have been in good condition the morning it arrived. Later in the same day the car was found to be badly leaking at bottom of bulged grain door and report states that 50 bus. were lost or scattered along the tracks.

We made claim on the railroad for \$75.72 on the ground that car arrived at Chicago in good order, but reswitching caused it to leak at door.

We feel that the railroad should furnish shippers with good cars to load grain and not force them to load bad order cars at their own risk of loss.—Saunemin Elevator Co., Saunemin, Ill.

**Ans.:** Shipper who loads a bad order car after having first been notified that car was unsafe assumes the risk as endorsed on the B/L.

Shipper's duty is to refuse to load bad order cars and wait until a suitable car is provided. Under the rules, a shipper is entitled to a car fit for grain loading.

In this case the shipper must bear the loss.

### Testing Scales.

[Concluded from page 747.]

**Indicator and Vernier.**—I also wish to go on record as advocating the use of an indicator and suitable vernier as aids in check and reading accurately the "travel" of the beam when testing scales. Personally, among the several types of indicators used, I like best the type in which the vernier moves instead of the indicator.

In conclusion, let me say that until the time comes (if it ever comes) when it will be practical to test scales to their full capacity with "known weight," those of us upon whom rest the duties of proving or disproving the accuracy of scales must take such precautions and evolve such methods as will secure the highest possible degree of efficiency. Obviously, the quality of our work will be measured by the effectiveness with which we utilize the equipment that is available to us.

### Grain Dealers Local Convention.

Altho the meeting scheduled to be held at Tecumseh, Neb., was supposed to be only of local interest, more than half of the 60 grain dealers and others interested who attended were from other stations.

W. C. Evans and Walter Bouton, grain dealers of Tecumseh, had charge of the meeting, and after Mayor W. D. Hurst welcomed those present, E. J. Smiley, Topeka, Kan., sec'y Kansas Grain Dealers Ass'n, spoke on co-operative marketing.

He covered every phase of the grain and emphasized the failure of grain pools to succeed. Figures showing the exact cost of operation of one of the pools were given and the total was 13.7 cents per bushel. This is more than double the margin of profit exacted by independent grain elevator operators.

Discussion was held on various problems of the grain trade and was followed by a luncheon. The convention was such a success that one will probably be held at Tecumseh every six months hereafter.

In attendance were: E. J. Smiley, Topeka, Kans.; Charles W. Sackett, Cook, Neb.; F. R. Windle, J. W. Dailey, Chas. A. Geiger, B. M. Welsh and W. F. Shepard, St. Joseph, Mo.; F. C. Machin, Hebron, Neb.; Joe E. Windle, Salem, Neb.; Bert S. Etchison, Pawnee City, Neb.; E. E. Harden, Beatrice, Neb.; H. P. Gordon, Sterling, Neb.; H. T. Dobbs, Beatrice, Neb.; Myrle H. Jones, Clay Center, Kan.; B. B. Smith, Sterling, Neb.; C. J. Sams, Filley, Neb.; J. R. Allen, Graf, Neb.; M. J. Clark, Auburn, Neb.; Fred Ingram, Wilcox, Neb.; S. C. Miller, Lincoln, Neb.; H. M. Miller, Sterling, Neb.; M. P. and J. P. McAuliffe, St. Mary, Neb.; W. D. Epley, Ray Epley, D. W. Pope and W. H. Carmine, Elk Creek, Neb.

### Coming Conventions.

Trade conventions are always worth while as they afford live, progressive grain dealers a chance to meet other fellows from the field of daily strife and to be convinced that the much maligned horns are truly mythical. You can not afford to pass up these opportunities.

Jan. 22, 23, 24. Iowa Farmers Grain Dealers Ass'n, Mason City, Ia.

Jan. 28-29. Wholesale Grass Seed Dealers Ass'n, at Chicago, Ill.

Feb. 5-6-7. Illinois Farmers Grain Dealers Ass'n at Peoria, Ill.

Sept. 22-23-24. Grain Dealers National Ass'n at Cincinnati, O.

EMPLOYEES of the Department of Agriculture totaled 20,261 on June 30, 1923, states Sec'y Wallace in his annual report. Of this number more than 16,000 were engaged in work outside of Washington. This number should be reduced one-half so the Government could effect a further reduction in taxes.

WE ARE advised on good authority that the risk of carrying stored wheat is greater this year than for a number of years. The main reasons are due to weather conditions and live weevil. One large elevator at Toledo has been forced to run the wheat continually in order to properly keep it in condition. The warm weather has been favorable to the spread of weevil. Quite a few cars from country elevators show live weevil. Examine your binned wheat. Late harvest wheat was quite high in moisture and unless stored under favorable conditions, may bin-burn or become weevil infected, which could easily be overlooked on hasty inspection.—C. A. King & Co.

### Hi Overbidder Shells a Train of Snapped Corn and Gets a Petition.





# Costs Members S-W Wheat Pool

## 14.6 Cts. Per Bushel

By AUDITOR PENN

The man who first said "the proof of the pudding lies in the eating" probably had his mind on feats of gastronomy and nothing else.

But, like all good proverb-makers, he put together a phrase which has nearly universal application.

Wheat pools, along with all other business endeavors, are subject to the "eating" test. And the proof of the efficacy of the pooling theory lies in the results attained. A library full of argumentative volumes cannot change that fact.

Since the business of handling grain between producer and consumer depends for its effectiveness upon the cost of handling more than upon all other factors, either singly or combined, the benefits of wheat pooling will be measured largely by this factor.

A few of the major wheat pools have been in existence long enough to yield a record of their results. One, in North Dakota, experienced a handling cost of 13.7 cents per bushel, according to recently published information. Another, in the southwestern part of the United States, paid a corresponding cost of more than 14 cents per bushel for handling its 1922 pool. These two costs are so near alike that each of them helps to support the other in the matter of accuracy, and they may be considered to give a good ideal of handling costs under pooling methods.

The 14-cent experience is based upon a mimeographed copy of a report addressed to "The Honorable Board of Trustees, Southwest Wheat Growers' Associated, Enid, Oklahoma," and signed "Respectfully submitted, Charles M. Riedell & Co. Members American Institute of Accountants." That report purports to be "exhibits reflecting the transactions of the 1922 pool and the condition of unclosed accounts as at date of absorption of the 1923 pool."

Tables Nos. 1 and 2 herewith appear as Exhibit "A" and Schedule 1 of that report.

Table No. 3 contains deductions gleaned by using certain of the figures on the report.

Table No. 4 is a comparison between the pool results and the experience attributed to an Oklahoma line company operating 19 elevators.

The total amount "paid wheat growers" is given as \$2,758,153.26. This is said to include the 1922 pool for Oklahoma and Texas and the 1921 pool for Oklahoma. The contingent reserve of \$31,802.90 is described as having been set aside for undetermined liabilities that may arise in connection with the 1922 pool. Apparently that pool had not been completed at the time the report was made, which, according to the date on the opening page, was Oct. 15, 1923.

Bushels also do not always appear exactly the same in the various places in the report. That seems to be due to the mixture of 1921 and 1922 pools, and to losses by shrinkage. It is stated that 3,180,278.46 bus. were delivered (received?) and that the entire pool underwent a shrinkage of 57,905.26 bus. An amount of \$18,513.43 is given as a recovery by freight claims and it is figured that this represents 14,751 bus., leaving an unrecovered shrinkage of 43,154 bus. or 1.35%.

This shrinkage of 1.35% has been used in Table No. 4 to compute the cost of shrink.

**Handling Costs:** The deductions included in Table No. 3 indicate an average cost of 14.6c per bu., and \$175.12 per estimated car. Table No. 4 shows a total average per bushel of 15.8c, due to the fact that it includes the shrinkage cost as well as the actual payments. However, the recovery of further amounts by railroad claims would reduce this 15.8c to some unknown lower figure.

Exhibit "B" of the report shows that the 1922 Oklahoma pool paid growers an average price of 92c per bushel, basis No. 1; and an average price of 93c per bushel, basis No. 1, for all the pools combined. The average grade discount is not stated, but a total amount of \$187,668.12 is mentioned for this item, and when it is apportioned it figures about 6c per bushel.

Deducting 6c from 92c leaves 86c as the net average price paid growers who participated in the 1922 Oklahoma pool. Table No. 3 gets at this fact another way and obtains a net average of 85.9c or practically the same rate.

The company operating 19 elevators paid an average of 93c plus, according to the facts used in making Table No. 4. That was about 7c per bushel more than was received by the poolers.

While the estimates of average cost of handling per bushel and average amount paid growers are the most important deductions which may be made from this report, there are numerous other interesting points for the grain dealer or farmer who will take the time to study the tables carefully. I hope to develop other angles of the matter in a later number.

TABLE No. 1

### Summary Statement of Operations and Distribution 1922 Pool

<b>REVENUES—</b>	
Wheat Sales.....	\$3,920,177.40
Railroad Claims.....	18,513.43
Freight Differential to Gulf.....	116,271.60
Total Gross Revenues.....	\$4,054,962.43
<b>Costs and Carrying Charges:</b>	
Exchange.....	\$ 7,712.43
Commissions on Sales.....	3,531.14
Insurance.....	2,964.48
Interest and Discount.....	38,116.22
Inspection and Weighing.....	10,158.53
Storage and Handling—Terminals.....	180,045.13
Freight.....	809,335.10
Gross Operating Revenue.....	\$3,003,099.40
<b>DIRECT EXPENSES—</b>	
Oklahoma.....	\$ 6,154.55
Texas.....	1,462.93
Local Handling Charges:	
Oklahoma.....	\$137,051.58
Texas.....	5,980.14
Zone Operating Expenses:	
Depreciation.....	\$ 789.81
General Expense.....	1,489.03
Legal Expense.....	200.01
Postage.....	861.88
Rent.....	1,738.33
Salaries.....	40,107.68
Stationery and Sup.....	3,286.33
Telephone and Tel.....	5,405.61
Traveling Expenses.....	7,260.37
Trustees' Per Diem.....	960.00
Bonds.....	375.00
	62,494.04
	213,143.24
	\$2,789,956.16
Less Contingent Reserve.....	31,802.90
Balance Paid Wheat Growers.....	\$2,758,153.26

TABLE No. 2

<b>Basis of Distribution, Oklahoma and Texas</b>	
Total to Be Distributed.....	\$4,000,102.62
Total Bushels of Wheat Delivered.....	3,180,278.46
Less Dockage.....	683.50
	3,179,594.96
Amount to be distributed, \$4,000,102.62, divided by 3,179,594.96, equals \$1.258 plus basis No. 1.	
Oklahoma Wheat delivered, 2,961,074.18@ \$1.258 plus equals.....	\$3,725,191.84
Texas Wheat delivered, 218,520.38@ \$1.258 plus equals.....	274,910.78
Total to be distributed (per above).....	\$4,000,102.62

Oklahoma

Total delivered Oklahoma (per above), 2,961,074.18@ \$1.258 plus.....	\$3,725,191.84
1921 wheat, 44,923.40 bu. at \$1.04.....	58,671.21
Balance distributed to Oklahoma 1922 Wheat.....	\$3,666,520.63

TABLE No. 3

Total Bushels Handled (Statement Page 1) (This varies from the "total bushels delivered" shown on Table No. 2, the difference probably being on account of shrinkage. Perhaps, also, some wheat was unsold at the time the report closed.)	3,122,373
Total cost of handling (See list next below).....	\$ 455,671.17

<b>List of Handling Expenses:</b>	
"Direct Expenses" from Exhibit "A".....	\$ 7,617.48
"Zone" Expenses, Exhibit "A".....	62,494.04
Local Handling Charges, Exhibit "A".....	143,031.72
Terminal and Storage, Exhibit "A".....	242,527.93
Total.....	\$ 455,671.17

<b>AVERAGE COST OF HANDLING PER BUSHEL</b>	
Total wheat handled, 3,122,373 bus., would amount to 2,602 cars of 1,200 bushels each.	14.6 cents
The total expenses, \$455,671.17, prorated to the 2,602 cars, gives the following:	
General Operating Expense (\$70,111.52).....	\$ 26.95 per car
Handling, Point of Origin (\$143,031.72).....	54.97 per car
Terminal Charge and Storage (\$242,527.93).....	93.20 per car

<b>AVERAGE COST OF HANDLING PER CAR</b>	
Number of bushels of 1922 Oklahoma crop in Pool, 2,916,151. (Taken from Schedule No. 1, showing 2,961,074 bus., less 44,923 bus. of the 1921 crop.)	\$175.12
Amount paid growers for 1922 Oklahoma crop (Exhibit "B").....	\$2,503,026.78

<b>AMOUNT PAID GROWERS, PER BUSHEL, 1922 POOL</b>	
(If grade discount be added, price was 91.9 cents per bu. basis No. 1.)	85.9 cents
(Grade discount of 6c is determined from the amount of grade discount, \$187,668.12 as shown on Exhibit "B," apportioned among the total of 3,122,373 bushels.)	

TABLE No. 4

<b>A Line of 19 Elevators—Pool:</b>		Per Bu.	Per Bu.
		Avg.	Bu.
Bus. Rec'd.....	863,788	2,916,151	
Paid farmer.....	\$804,045.73	.93+	\$2,503,026.78
Percent Shrink.....	.56%	1.35%	
Cost Shrink.....	4,498.41	.0052	46,343.33
Power.....	1,359.00	.0016	
Interest and Dis.....	3,125.16	.0036	34,345.98
Insurance.....	1,633.79	.0019	
Depreciation.....	7,312.00	.0085	
Taxes.....	1,672.00	.0018	
General.....	6,826.62	.0077	
Labor.....	25,625.64	.0297	36,096.91
Repairs.....	2,347.55	.0029	
Overhead.....	6,847.33	.0079	
Storage.....			162,040.62
Traveling Exp.....			6,534.33
Local Handling Chgs.....			134,959.78
All other expense.....			44,060.28
Total Hldg. Chg.....	\$ 61,248.12	.071	\$ 464,381.23

NOTE—The pool figures are based on 90% of the totals of the various expenses shown in report. The 1922 Oklahoma portion of the pool represents approximately 93% of the total quantity of wheat handled.

SUIT has been filed against the Louisiana Farm Buro Rice Growers' Ass'n by the American Rice Growers' Ass'n for \$11,675 on grounds that the buro influenced rice farmers to break contracts with the plaintiff. *Horrible!*

FEDERAL LICENSED warehouses on June 30, 1923, totaled 231, with total capacity of 20, 297,047 bus. This total is 34 warehouses less than was licensed on June 30, 1922, when the total capacity was 14,450,000 bus. There were only 56 licensed warehouses on April 1, 1921, when the total capacity was 2,108,400 bus. Public warehouses are licensed by the states as needed, why should the Federal government butt in? Duplication increases the cost to taxpayers but does not improve the service.

### Moisture Grading Corn Down.

Corn receipts at Chicago during the month of November totaled 4,949 cars, which compares very closely with the total of 4,914 cars received during November, 1922.

Of the total received this year, 2,561 cars graded No. 4 and 5, and the Illinois State Inspection Department reports that this is almost entirely due to the excessive moisture content of the new corn. There are few cases of damaged corn and the corn is becoming better each year in this respect.

Grading of cars of corn for the month was as follows: No. 1, 47 cars; No. 2, 403 cars; No. 3, 426 cars; No. 4, 885 cars; No. 5, 1,686 cars; No. 6, 945 cars; low grades, 557 cars; total, 4,949 cars.

This compares with receipts of November, 1922, as follows: No. 1, 87 cars; No. 2, 1,957 cars; No. 3, 1,499 cars; No. 4, 687 cars; No. 5, 352 cars; No. 6, 278 cars; low grade, 54 cars; total, 4,914 cars.

It will be seen that while the total receipts figures for the two corresponding months are fairly close, the grading of the corn from the different crops varies greatly. The excessive moisture of this year's crop is responsible almost entirely for the low grading.



## Letters

[Here is the grain dealers' forum for the discussion of grain trade problems, practices and needed reforms. When you have anything to say of interest to members of the grain trade, send it to the Journal for publication. It may draw out the views of others.]

### Truth · Publicity About Pools Is Effective.

*Grain Dealers Journal:* We have not let the pooling promoters get started in this section.

People are informing themselves on the methods of grain marketing and the day is past for these promoters to work in this section.—Farmers Elevator Co., Syracuse, Neb.

### Cement Basement Dried by Drainage.

*Grain Dealers Journal:* Two or three companies have written us offering to waterproof our basement in reply to our inquiry, but there was no guaranty back of any of them. One cement company suggested that the use of its cement would bring about the desired result; and one construction company was anxious to show what it could do.

We had no replies from parties who had tried to waterproof their basements, and this led us to believe that what the R. M. Van Ness Construction Co. had told us was true, that "waterproofing basements was not successful." Acting on this information we put in a 4-inch drain which was not very expensive. Within a few days after it was completed it took out the water and the basement is drying off very rapidly. We are thankful we decided as we did.—Garver Grain Co., Clearfield, Ia.

### Stirring Up Trouble for Grain Exporters.

*Grain Dealers Journal:* The Dept. of Agri. is supposed to be absolutely in control of the grading of grain entering into interstate or foreign commerce. It has been granted the autocratic authority to cancel the license of inspectors who fail to grade grain according to the specified technicalities, yet some bureaucrat connected with the department has sent men abroad to canvass the foreign buyers in the hope of learning what is wrong with the grading of grain exported from the U. S.

The minute a representative of the U. S. Dept. of Agri. asks for complaints he is sure to get a book full even though the buyers had no real grievance. They know that they are given full value for the money they pay. If they wanted grain of better quality it is obtainable at a higher price. If the official grain inspectors in our export markets are not grading grain according to the punctilious requirements of the Dept. of Agri. then the place for the department to investigate is in the offending market and at the time the grading is done. Sending inquisitorial emissaries to Europe to ask for complaints really invites trouble for American exporters. Every time that government mixes into business its bungling bureaucrats make a mess of it.

In the olden days European corn buyers who wanted grain of superior quality always so specified and bought that grade, but those who were content with a medium grade bought the steamer grades and were well satisfied. Since the change in the grading rules the buyers have been perfectly satisfied with the new grading and entered no complaint, but sad to relate, the Dept. of Agri. seeking to discourage the foreign demand for American grain, persists in foreign activities which hurts American producers and handicaps all exporters. It will always be so until the redtape artists from Washington are pried loose from the business of the land.—Fred Bristol.

### Pool "Blew Up"; Unsuccessful.

*Grain Dealers Journal:* No "wheat growers" around here now, but about one and one-half years ago a pool did get started. It blew up with the U. S. G. G. bunch.—G. E. Vining, Mahaska, Kan.

### Tile to Keep Water Out.

*Grain Dealers Journal:* We recently laid tile around the basement walls of our elevator at Tucker, Ill., to keep the floor dry. It does the work.—Farmers Elevator Co., Manteno, Ill.

### No Pools in Evidence.

*Grain Dealers Journal:* There is no pooling here now nor has there been any. None of the farmers' unions in southeast Kansas have gone into any of the pooling schemes.

There is a farmers' union at nearly every town in this section and some have gone broke and have lost large sums of money. It is the general opinion that all are on the verge of breaking.—Thos. Wells, Kimball, Kan.

### Pool Just Starting.

*Grain Dealers Journal:* The grain pooling agents have just arrived here, but have not done much as yet.

This part of the country has been hit hard in the last year and many farmers are blue. Those who sign up will be bluer at the end of another year.

The members of our company do not favor the scheme, but it looks like there are going to be just enough signers to disturb our local business. This is the first time any headway has been accomplished by the pool.—A. F. Bennett, Kingsdown Co-op. Equity Exchange, Kingsdown, Kan.

### Will Handle Wheat at One-Half Pool Charges.

*Grain Dealers Journal:* The wheat growers started here last fall to get signers and induced C. R. Johnson, mgr., Potwin Elevator Co., to take in their wheat and handle it in a dribbling way. He waits until a carload accumulates, guarantees the inbound weight, fiddles and fools with 101 reports, all for the paltry sum of three cents per bushel. As long as elevator men cater to such business we will have pools galore.

I have told several wheat raisers that I would make a contract with them to handle their crop for half of what any pool I have ever read about has charged. They shake their heads, but along comes a pool shark who makes them believe that the pool is going to control all the wheat raised in just a few

weeks and then the price will go as high as they want to place it.

It's all BUNK; all they are after is to bleed the farmer so they can continue to keep the fat job they have.—C. T. Laird, Potwin, Kan.

### No Pools Here.

*Grain Dealers Journal:* I am opposed to any kind of pooling and do not know of any farmers around here that belong to a pool, altho some farmers are in favor of it.

The farmers bite on these propositions, whereas if they would leave the marketing to a line company they would have better results and a better market.—John F. Moseman, Foley (David City p. o.), Neb.

### Handles 70% of Wheat Despite Farmers Union.

*Grain Dealers Journal:* We are not bothered with pools here, altho we do have a farmers' union. We are not connected with it in any way and with three elevators here we handled more than 70 per cent of grain at this place.—T. M. Buckridge, mgr., Brock Grain Co., Brock, Neb.

### Farmers Sued by Pool for Non-Delivery.

*Grain Dealers Journal:* We have a small grain pool here to which some signers delivered grain and on which others let the mortgagee take it.

As we understand it, a large pool at Milton, six miles from here, is in operation. They have sued one or more members for non-delivery. One who was sued is Fred A. Messmer, large wheat grower at Milton.

Most of the members that signed are very sick of their bargain now and are getting around their contract in every way they can.—C. G. Johnston, mgr., Farmers Co-op. Elevator & Supply Co., Norwich, Kan.

### Tells "Pool Shark" Where to "Get Off."

*Grain Dealers Journal:* I do not know much about the pools and do not want to get mixed up in them.

There was a man here a few times trying to sell memberships and when the U. S. Grain Growers, Inc., was about to fall, I told him just what I thought of him and the whole bunch and advised him to see our president. That was the last I heard of him.

Our farmers received an average of 93 cents per bu. for 1922-23 crop, whereas the big pool paid but 87 cents. I think my 36 years' experience in the grain business is just as good as the pool manager.—John Hofseth, mgr., Farmers Co-op. Grain & Supply Co., Farwell, Neb.

### Daily Closing Prices.

The daily closing prices for wheat, corn, oats, rye and barley for May delivery at the following markets for the past two weeks have been as follows:

MAY WHEAT.												
	Nov. 26.	Nov. 27.	Nov. 28.	Nov. 29.	Nov. 30.	Dec. 1.	Dec. 3.	Dec. 4.	Dec. 5.	Dec. 6.	Dec. 7.	Dec. 8.
Chicago	108 1/4	108 3/4	108 1/4	108 1/4	108 1/4	109 3/4	110 5/8	111 1/8	111 1/8	110 5/8	109 5/8	109 1/4
Kansas City	104 1/4	105 1/8	104 1/4	104 1/4	104 1/4	105 1/8	106 1/2	107 3/8	106 1/8	106 1/8	105 1/2	104 1/4
St. Louis	109 3/4	110 1/4	109 3/4	109 3/4	109 3/4	111 1/8	112 1/4	113 1/8	112 3/4	112 1/4	111 1/2	110 3/4
Minneapolis	114 1/4	114 1/4	113 3/4	113 3/4	113 3/4	113 3/4	115 1/8	116 3/8	115 1/8	115 1/4	114 1/4	113 3/4
Duluth (durm.)	100 1/2	100 3/4	100 3/4	100 3/4	100 1/2	100 3/4	101 1/8	102 3/8	102 3/8	102 1/2	102 1/2	101 3/4
Winnipeg	98 1/4	98 1/4	97 3/4	97 3/4	97 1/4	98 1/4	98 3/8	99 3/8	98 3/8	99	98 5/8	98 1/4
Milwaukee	108 1/4	108 3/4	108 1/4	108 1/4	108 1/4	109 3/4	110 5/8	111 1/8	111 1/8	110 5/8	109 5/8	109 1/4
MAY CORN.												
Chicago	72 3/4	74 1/4	73 3/4	73 3/4	73 3/4	74 3/4	74 3/4	75	74 3/4	74 3/4	74 3/4	74 1/2
Kansas City	67 3/4	69 3/4	69 3/4	69 3/4	69 3/4	70 3/4	70 3/4	71	70 3/4	71	70 3/4	70 1/2
St. Louis	73 3/4	75 1/2	74 3/4	74 3/4	74 3/4	75 3/4	75 3/4	75 3/4	75 3/4	75 3/4	75 3/4	75 1/2
Milwaukee	72 3/4	74 1/4	73 3/4	73 3/4	73 3/4	74 3/4	74 3/4	74 3/4	74 3/4	74 3/4	74 3/4	74 1/2
MAY OATS.												
Chicago	44 5/8	45 1/4	45	45	44 3/4	45	45 1/4	45 1/4	46	45 3/4	46	45 3/4
Kansas City	44 1/4	45	45	45	45	45 1/4	45	45 1/4	45 1/4	45 1/4	45 1/4	45 3/4
Minneapolis	40 3/4	41 1/4	40 3/4	40 3/4	40 3/4	41 1/4	41 1/4	41 1/4	41 1/4	41 1/4	41 1/4	41 1/4
Winnipeg	41	41	40 3/4	40 3/4	40 3/4	41 1/4	41 1/4	41 1/4	41 1/4	41 1/4	41 1/4	41 1/4
Milwaukee	44 5/8	45 1/4	45	45	44 3/4	45	45 1/4	45 1/4	46	45 3/4	46 1/4	45 3/4
MAY RYE.												
Chicago	73	73 3/4	72 3/4	72 3/4	72 3/4	72 3/4	74	74 3/4	74 3/4	74 3/4	74 3/4	74 3/4
Minneapolis	67 3/4	67 3/4	66 3/4	66 3/4	66 3/4	67 3/4	68 3/4	68 3/4	68 3/4	68 3/4	68 3/4	68 1/4
Duluth	68 3/4	69 1/4	68 3/4	68 3/4	68 3/4	69	70	70 3/4	70 3/4	70 3/4	71	70 1/2
Winnipeg	68	69	68 3/4	68 3/4	68 3/4	69 3/4	69 3/4	69 3/4	69 3/4	69 3/4	69 3/4	69 3/4
MAY BARLEY.												
Minneapolis	57 3/4	57 3/4	58 1/4	58 1/4	58 1/4	58 1/4	58 3/4	59	59	59 1/4	58 3/4	58 3/4
Winnipeg	55	55 3/4	55 3/4	55 3/4	55 3/4	55 3/4	56 3/4	56 3/4	56 3/4	56 3/4	56 3/4	56 3/4



## Co-operative Marketing Contracts Not Valid.

Judge P. F. Gosbey in the superior court at San Jose, Cal., recently gave a decision against the California Prune & Apricot Growers Ass'n, which had asked the court for a permanent injunction restraining the Pomeroy Orchard Co. from selling its fruit except to the Ass'n.

In Kansas the contracts have been upheld by the courts. In Texas the contract was declared invalid, and the higher court reversed this. The decision of Judge Gosbey is the third on this point. The lack of mutuality of remedy is an inherent defect in all these contracts considered solely as contracts.

Lack of "mutuality of remedy," Judge Gosbey ruled, made invalid the clause in the ass'n's membership contract in which the growers promise not to sell their fruit except to the ass'n and confers upon the ass'n the right to compel specific performance of the agreement.

The amendment to the state civil code designed to confer upon such ass'ns this right, he ruled, was class legislation and hence a violation of the state constitution.

The decision is binding in five other almost identical suits filed by the ass'n against members, including H. G. Coykendall, manager of the ass'n, and C. C. Spaulding, a member of the ass'n's voting board. I. E. Pomeroy, a director of the company, concerned in the decision, was formerly a member of the voting board of the ass'n.

## Pool Promoter Sold Own Grain to Regular Dealer.

Salina, Kan., Nov. 28.—(Special.)—By an agreement, out of court, R. M. Carlin, Saline county farmer, will pay the Kansas Wheat Growers \$100 damages for failing to sell his 1922 crop thru the association.

The stipulation filed with the district court provides Carlin must also sell his 1923, 1924 and 1925 wheat crop thru the association. The defendant also agrees to comply with the provisions of his contract and that he will not spread false reports about the association.

Carlin was one of the organizers of the Saline county branch of the state association, and when the organization was completed he sold his 1922 crop independently.

## Successful Marketing of Wheat.

The ability to value any product in accord with the price that is on the brink of being made is the key to successful marketing, writes R. M. Green, agricultural economics department of the Kansas State Agricultural College. Whether the products are marketed individually or collectively does not change the result. Collective marketing tends only to pyramid and pile up the effects of a bad market if the marketing is directed by insufficient knowledge.

The ability to value goods thusly is attained only by accumulating knowledge of the product to be marketed, who wants the product, how badly they want it, when they want it, and their ability to pay for it. Knowledge of the best way to get the product to the market that wants it completes the information necessary to market successfully.

Markets do not just happen; they follow and are governed by economic laws. They may be plotted, mapped, charted and reckoned with accuracy as far as knowledge of economic conditions will allow. A study of the market for a long period of years will bring to light many interesting and enlightening facts, but to attempt to use the figures without taking into consideration the surrounding circumstances is merely an attempt to make history and business the same thing, which they are not. A careful study of the economic situation coupled with the facts of history enables one to market products far more successfully than the person who uses the "dope sheet" of history alone. Neither will succeed every time, but the odds favor the former. As Herbert Hoover has said, "Economic forecast cannot amount to more than a review of tendencies and a hazard in the future."

Is there a reason for wheat price movements? Some feel that the reasons are mostly artificial; that most of the movements are due to manipulation. A close study of the market will lead even those having naturally contrary feelings to the conclusion that for every case of manipulation, there are nine or ten cases where price movement was governed by the working of natural, definite economic forces.

If the person marketing wheat obtains knowledge of the economic factors governing the price movement of wheat and will couple with these factors the statistics of a long period of years, he will be successful.

## Report of Rye Mortgage Bank in Germany.

In December, 1922, the Roggenrenten Bank (Rye Mortgage Bank) was organized in Germany to arrange agricultural credit on rye. It started operations with a capital of 1,100,000,000 marks and now issues a report covering the six months period to June, 1923.

Loans totaling 415 were made on rye and aggregated 3,000,000 bus. of rye. All classes of agricultural interests—landed proprietors, small farmers, settlement associations, counties, etc., took up the loans.

In order of face value the loans were as follows: 1 to 200 bus., 21 loans; 201 to 1,000 bus., 65 loans; 1,001 to 2,000 bus., 81 loans; 2,001 to 4,000 bus., 72 loans. The numbers gradually decrease from this figure. Only four loans were granted for amounts over 40,000 bus. and the maximum was 172,000 bus. Loans are restricted to one-eighth of the gross annual rye yield of the farm requesting the loan.

ACREAGE of the principal crops in Norway during 1922 was as follows: wheat, 24,717 acres; rye, 29,695 acres; barley, 132,013 acres; oats, 300,655 acres.

## New Pres. Omaha Grain Exchange.

The new pres. of the Omaha Grain Exchange, Frank J. Taylor, brings to that high office an experience in every branch of the grain business that can not fail to advance the varied interests that find representation on the Exchange.

He began in the grain business at a sufficiently early age, his father, F. J. Taylor, Sr., having been the heaviest grain shipper on the Illinois Central Railroad, at Chebanse, Ill. He was a charter member of the Peoria Board of Trade and was a member of the Chicago Board of Trade at the time of the Chicago fire.

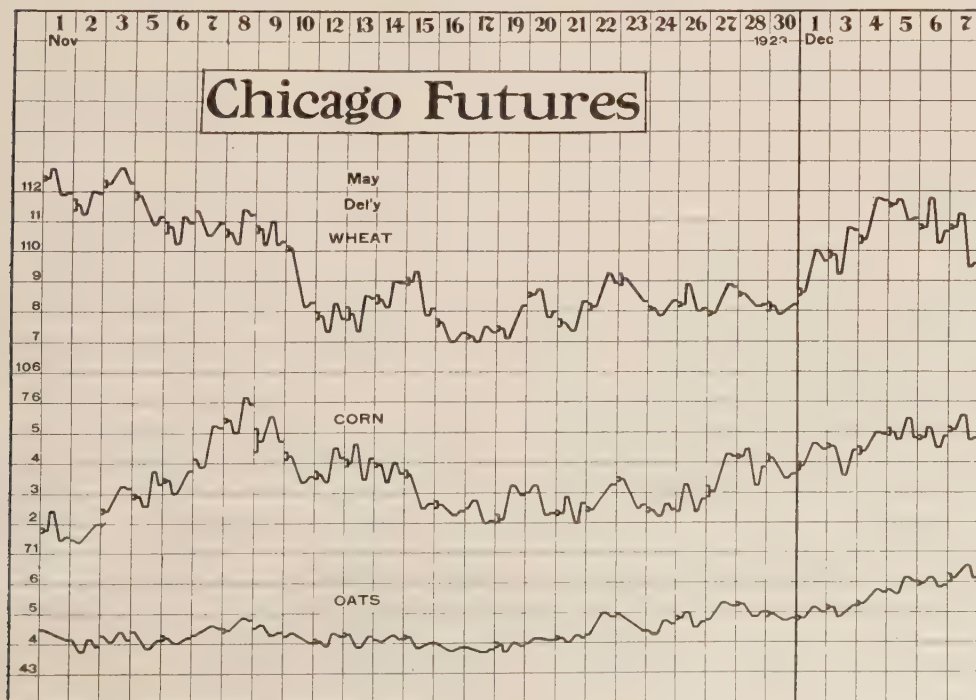
Taylor, Jr., was born at Emerson, Mills County, Iowa, his father having removed to Iowa in 1877. The grain business started at Emerson was continued at Creston, where headquarters were established for a line of elevators, and for the local business now conducted by another son, Raymond Taylor.

About fifteen years ago, Mr. Taylor moved to Omaha and conducted a commission, merchandising and brokerage business—this latter being his present occupation. He owns a stock farm just outside the Omaha City limits and a grain farm in eastern Colorado. Three years ago he was elected as a member of the board of directors of the Exchange. The establishment of radio market-report service has been one of his "hobbies," and he operated the broadcasting instrument that sent out the first grain market report that was ever broadcast by a board of trade or grain exchange.

Mr. Taylor's chief characteristics are tireless energy coupled with fair dealing. These won for him an almost unanimous re-election to the board of directors, and his elevation to the presidency of the Grain Exchange.



Frank J. Taylor, Omaha, Neb., Pres.-Elect Grain Exchange.





## Crop Reports

Reports on the acreage, condition and yield of grain and field seeds, as well as on the movement to country markets, are always welcome.

### ILLINOIS.

Coulterville, Ill., Nov. 23.—On account of rains some of the farmers have not threshed their wheat yet.—I. E. Lively, mgr., Farmers Co-op. Elevator Co.

Springfield, Ill., Dec. 5.—Moderate rains during the week interfered somewhat with the corn harvest. There is considerable in the fields in some localities. There was much cloudy weather, and three inches of snow fell at Quincy. Wheat is in good condition generally. The roads are fair to muddy.—Clarence J. Root, meteorologist.

### KANSAS.

Colby, Kan., Nov. 28.—The fly is destroying much early wheat in this territory.—W. S. Nicholson Grain Co., Kansas City, Mo.

Topeka, Kan., Dec. 3.—It is estimated that 9,761,000 acres of winter wheat have been seeded in Kansas this fall. This is a decrease of 15.76% under last year and the smallest area sown since 1917. Prices received for the grain is given as the reason for the 2,500,000 acre decrease in the past two years. Condition of winter wheat Nov. 24 was 86.5. This is 15.4 better condition than a year ago. Very little seeding remains to be done and is largely confined to the southern counties. Volunteer wheat amounts to about 500,000 acres. About 3,500,000 acres are ready for pasture and it is estimated that more cattle are being grazed on wheat than for several years past. Hessian fly is noted in counties north and west and growers are becoming concerned over damage which may be caused by the insect next spring.—Kansas State Board of Agriculture.

### NEBRASKA.

Albion, Neb., Dec. 5.—Farmers nearly thru picking corn, but while it is of good yield it is somewhat damaged by dampness.—H. L. Tingley.

Sholes, Nebr., Nov. 27.—Corn is about all husked. Quality is poor with moisture from 20 to 24% and 6 to 10% damaged, rotten corn.—A. C. Glasser, agt., Wm. Slaughter Grain Co.

Monowi, Neb., Nov. 26.—Corn is coming out in good shape. It is of good quality and is making 30 to 70 bus. per acre. It has a higher moisture content this year than in other years. No winter wheat planted this year.—M. Trueblood.

### OHIO.

Middle Point, O., Dec. 3.—We have the biggest and best crop of corn in the past five years. It is fully matured, free of frost damage and good, sound corn. Farmers' cribs are well filled, and under favorable condition it will grade No. 3 yellow by the first of the year. Some cars have graded 4 and 5 in terminal markets.—H. G. Pollock.

### OKLAHOMA.

Oklahoma City, Okla., Dec. 8.—The acreage seeded to winter wheat this fall in Oklahoma is 90% of that sown last fall, or 3,360,000 acres. This area represents a reduction of about 373,000 acres. Unsatisfactory prices and the inability to sow the crop because of wet weather were the main causes for such a reduction. The growing condition of the crop is satisfactory, this being 86% of normal; compared with 80% at this time last year. Early sown wheat is being bothered slightly by chinch bugs and the Hessian fly in Woodward county. Much difficulty was had in planting the crop, as it was too dry for plowing the first part and too wet during the main of the latter part. Acreage sown to rye is practically the same as last year, there being only a 2% reduction. The condition is 89% of normal compared with 82% at the same time last year. Acreage planted is estimated at 28,000 acres.—State Board of Agriculture.

### SOUTH DAKOTA.

Sioux Falls, S. D., Nov. 25.—The corn crop in this state is averaging 40 bus. per acre, of fine quality. The large crop has made it necessary for elevators to erect many temporary corn

cribs, and shellers are kept very busy. Many elevators are installing shellers and erecting permanent cribs to handle this grain in the future. The good corn crop has done much to offset the light wheat crop.—A. E. Leif.

### TEXAS.

Spearman, Tex., Nov. 28.—Wonderful prospect for a crop the coming season and if nothing happens will have a bumper crop. Some are a little late in planting owing to continued rains, but have had three weeks of dry weather and all the farmers have kept busy planting, and have made good progress.—W. B. Johnston, per M. L. Matthews.

Fort Worth, Tex., Dec. 6.—There has been very little surplus grain in Texas in the way of oats, corn and maize; and the maize producing section has been flooded for the last several months, consequently threshed maize and maize heads are coming in badly stained, hot or heating. The maize crop was rather light, and then in bad shape for marketing. The wheat crop is small, too.—H. B. Dorsey, sec'y Texas Grain Dealers Ass'n.

## Government Regulation.

In Rumania the government has undertaken the regulation of business with a firm hand, and although it is chiefly an agricultural country, the farmers are very much dissatisfied with the policies. In fact nobody seems to be happy over the conditions. The people who favor governmental interference in business affairs do so only upon condition that it will be the kind of regulation approved of by them. If they are growing wheat it must be legislation that will raise the price of wheat without raising any other prices; if they are mining coal, they would like the government to take over the coal mines and raise the wages in that industry, and so on.

In actual practice government regulation means dictatorship by a few individuals, and although they may be clever politicians, eloquent speech-makers, and even exceptionally able men in some lines and entirely sincere in their purpose to govern well, they are quite certain to prove inadequate to the task of managing all the industries of a country.

The London Times has a letter from Rumania, telling something of government regulation there, from which the following extract is taken:

M. Vintila Bratianu, the Prime Minister's brother, who is the Minister of Finance, has his own theory about Rumania's problem and refuses to budge from it. He has throttled down food exports to make living cheap. Agriculture, the main industry of the country, is suffering in consequence. The amount of wheat grown is on the decline because the price is controlled. There is an embargo on the export of cattle, so that the herds of Transylvania are eating their heads off by tens of thousands in order that meat may be cheap in Bukarest. Nevertheless, the general cost of living continues to rise. Rigid economy has been made in the Budget with the object of stabilizing the leu. As a result the Government employees are so miserably underpaid that they cannot live without taking bribes, while the railways are a danger to the traveling public. The leu continues to fall all the same. M. Bratianu's theory may be sound but it does not make the Government popular.

The general result is that business is dead. The peasant, who was rewarded at the end of the war with a plot of land, finds no encouragement to cultivate it. The land-owning classes, who made great sacrifices to satisfy the peasants, have got nothing in return except rising prices and depreciating investments. The new provinces are paying a heavy price for having joined Rumania and there discontent reaches its highest.

Recent reports from Rumania have stated that money was so stringent that credit was being strictly rationed by the national bank and that borrowers in good standing were paying as high as 50 per cent interest.—National City Bank.

## Prizes Awarded at Grain and Hay Show.

America's finest soil skill, represented in samples of grain and forage crops, constituted a fascinating display at the International Grain and Hay Show, which came to an end in Chicago Dec. 8.

Judges reached one conclusion: Never before in history had an agricultural display of such uniform high quality been brought together. It was the fifth year of the great show which is held in connection with the International Livestock Exposition and which for five years has been made possible through the big cash premium list offered by the Chicago Board of Trade in the interest of agriculture. The Board gave \$12,000 in prize money this year.

Grand championship for corn is the most coveted honor. This was won by Devere Mummert of Astoria, Ill., with an entry of Yellow Dent. The reserve champion is Edward N. Lux of Waldron, Ind. His entry was White Dent. The single ear championship went to W. H. Potters of Mason City, Ill. It was a gorgeous golden ear of Yellow Dent and held the admiration of thousands of visitors to the show. Ellsworth Bailey of Ottumwa, Ia., was a close second in this contest. Rivalry for highest corn honors was sharp between the three great corn states of Illinois, Iowa and Indiana and added spice to the entire exposition.

Never before was there such a flood of junior entries and never before did the youthful agriculturalists bring to the show such high quality of product.

As in the senior contests, the first prize for corn was the aim of all from the corn belt. Grand sweepstakes in this class went to 13-year-old Maurice Lux of Shelbyville, Ind. He comes from a family of corn growers who have carried off many prizes for corn growing during the last few years. The reserve junior championship in this class went to little Mary J. Ternet of New Haven, Ind.

Again Canada and the United States entered hot competition for first honors in wheat growing. The highest prize went to H. G. L. Strange of Fenn, Alberta, Canada. Clyde Norton, Columbus, Mont., won the reserve championship. The best sample of amber durum wheat was entered by L. E. Peterson of Victor, Mont., with Leroy Kirby, Simms, Mont., winning the reserve championship.

Canada likewise won the first position in oats competition. The sample entered by J. W. Biglands of Lacoma, Alberta, was adjudged best, and that entered by Richard Kleinsmith, Onalaska, Wis., was of sufficient quality to win second place.

In the hay class Arthur W. Jewett, Jr., of Mason, Mich., entered timothy that won. Charles H. Howitt, Randolph, Wis., was named reserve champion. Best six-rowed barley was grown by Richard Kleinsmith, Onalaska, Wis.; best two-rowed barley by George Avery, Kelso, Sask.; best tre-bi types six-rowed barley by Ed Moser, Aberdeen, Idaho. In rye competition George C. Huzler, South Manitou, Mich., was first, and John Lucas, Gayley, Alberta, second. First prize for best sample soybeans went to Paul Butlin, Seymour, Ill., and reserve to E. F. Johnson, Stryker, Ohio.

More than 5,000 samples were entered in the big competition for the \$12,000 in Board of Trade prizes.

RUSSIA is improving its transportation service considerably, according to economic statistics, which show that in the second and third quarter of 1923 the freight traffic on Russian railways reached 40 per cent of the pre-war traffic, bettering the average in 1920, 1921 and 1922, which was 33 per cent. The financial status of the transportation service has also improved, receipts during the second six months amounting to 75 per cent and the state subsidies 25 per cent, compared with 61 per cent and 39 per cent during the first six months.



## Grain Movement

Reports on the movement of grain from farm to country elevator and movement from interior points are always welcome.

Montreal, Que., Oct. 17.—Up to Oct. 15, this port handled 92,929,800 bus. of grain, compared with 118,668,769 bus. last year. This is a decrease of 25,739,066 bus.

Winnipeg, Man., Dec. 5.—Ten boats which cleared from this port yesterday carried 3,183,000 bus. of wheat. Eight of the vessels were bound for Buffalo where it is probable more than half will go into winter storage. Twenty vessels loaded today carried 6,500,000 bus. of wheat and had cleared of the elevators before higher insurance rates became effective. Ten boats are now under the spouts and will pay heavier insurance when they clear.

Fort William, Ont.—Fifty-one boats were on the waiting list of congested elevators here and at Port Arthur the week of Nov. 26. Fast work enabled practically all the steamers to load up and get away before the expiration of insurance at midnight Dec. 1.

Coulterville, Ill., Nov. 23.—Grain is moving slowly from the farms at present. Have purchased several bus. of new corn.—I. E. Lively, mgr., Farmers Co-op. Elevator Co.

Baxter, Ia., Dec. 6.—Some grain coming to market. Feeders slow to bid.—W. T. Thorp.

Topeka, Kan., Dec. 5.—The farm reserves of wheat in Kansas is estimated at 17,150,000 bus. or 23.2 per cent of the 1923 crop. Stocks a year ago were 41,425,000 bus. or 35.5 per cent of the

### Oats Movement in November.

Receipts and shipments of oats at the various markets during November, compared with November, 1922, were as follows:

	Receipts—		Shipments—	
	1923	1922	1923	1922
Baltimore .....	206,579	335,421	36,259	584,024
Chicago .....	5,097,000	8,200,000	3,866,000	7,292,000
Cincinnati .....	242,000	262,000	186,000	110,000
Duluth .....	627,097	63,514	603,513	279,814
Ft. William .....	10,348,810	4,802,513	8,581,857	4,433,156
Ft. Worth, Tex., cars .....	154	101		
Indianapolis .....	592,000	818,000	534,000	622,000
Los Angeles, cars .....	254	193		
Milwaukee .....	2,048,200	2,140,375	1,626,650	1,749,270
Minneapolis .....	2,513,330	3,234,830	3,130,140	2,837,100
Montreal .....	2,111,034	2,043,287	1,590,874	1,776,535
New Orleans .....			20,690	41,480
New York .....	1,267,000		368,000	
Omaha .....	1,176,000	1,802,000	2,104,000	1,270,000
Peoria .....	1,174,950	1,629,350	969,600	1,629,975
Philadelphia .....	3,532,936	4,034,497	512,787	1,192,565
St. Joseph .....	102,000	192,000	52,000	34,000
St. Louis .....	2,646,000	2,988,000	1,907,810	2,408,120
San Francisco, tons .....	2,845	979		
Superior, Wis. .....	604,782	39,236	584,728	275,401
Toledo .....	243,750	243,950	87,480	105,940
Wichita .....	43,500	28,500	40,000	20,000
Winnipeg .....	11,708,000			

### Wheat Movement in November.

Receipts and shipments of wheat at the various markets during November, compared with November, 1922, were as follows:

	Receipts—		Shipments—	
	1923	1922	1923	1922
Baltimore .....	2,771,891	3,053,238	1,735,864	2,643,223
Chicago .....	1,591,000	3,198,000	2,197,000	2,587,000
Cincinnati .....	364,800	234,000	364,800	236,400
Duluth .....	6,053,780	7,588,623	4,920,008	8,482,870
Ft. William .....	72,482,231	56,846,578	77,830,411	71,734,003
Ft. Worth, Tex., cars .....	382	969		
Indianapolis .....	247,000	350,000	182,000	192,000
Los Angeles, cars .....	1,904	1,658		
Milwaukee .....	190,400	445,200	188,425	295,758
Minneapolis .....	14,632,060	14,135,300	5,042,640	5,148,040
Montreal .....	17,300,476	11,587,403	18,709,081	21,781,427
New Orleans .....			503,304	3,008,643
New York .....	12,469,200		7,483,000	
Omaha .....	1,643,600	2,984,800	1,381,800	1,782,200
Peoria .....	159,850	305,500	76,400	264,300
Philadelphia .....	30,570,621	43,489,576	27,464,403	41,295,397
St. Joseph .....	880,600	1,282,400	414,400	660,800
St. Louis .....	2,259,391	4,277,518	1,818,590	3,674,970
San Francisco, tons .....	6,897	3,721		
Superior, Wis. .....	3,495,312	4,430,495	3,409,354	5,942,432
Toledo .....	3,663,600	1,417,920	1,357,336	403,595
Wichita .....	992,400	2,398,800	496,200	1,199,400
Winnipeg .....	75,676,920			

crop; two years ago, 27,339,000 or 21.3 per cent; five-year average, 41,700,000 or 33 per cent. The car shortage was largely responsible for last year's liberal holdings. Wheat of poor quality was fed this year more generally than before and many western counties are holding a good portion of the crop for seed insurance. No one county has more than 1,000,000 bus. left on farms.—State Board of Agriculture.

Albion, Neb., Dec. 5.—No corn is moving yet.—H. L. Tingley.

Sholes, Neb., Nov. 27.—Farmers are holding corn for better prices.—A. C. Glasser, agt., Wm. Slaughter Grain Co.

Ord, Neb., Dec. 3.—Grain elevators here and at nearby towns which have been closed for several years have been reopened to handle the bumper corn crop.

### Barley Movement in November.

Receipts and shipments of barley at the various markets during November compared with November, 1922, were as follows:

	Receipts—		Shipments—	
	1923	1922	1923	1922
Baltimore .....	22,818	114,176	99,534	133,310
Chicago .....	707,000	949,000	349,000	373,000
Cincinnati .....	6,500	2,600		
Duluth .....	304,605	447,271	939,157	1,188,476
Ft. William .....	2,309,696	2,092,941	2,938,371	3,433,112
Ft. Worth, Tex., cars .....	68	7		
Los Angeles, cars .....	953	931		
Milwaukee .....	703,100	867,000	257,920	303,230
Minneapolis .....	1,632,690	1,389,320	1,073,190	1,131,910
Montreal .....	830,489	916,775	1,012,500	1,061,262
New York .....	797,900		556,000	
Omaha .....	132,800	137,600	99,400	94,400
Peoria .....	400,600	112,800	95,200	67,200
Philadelphia .....	123,517	88,271	102,331	9,900
St. Joseph .....	26,250	8,750	5,250	1,750
St. Louis .....	164,800	94,400	54,690	29,710
San Francisco, tons .....	10,226	26,721		
Superior, Wis. .....	373,641	231,848	910,047	631,283
Toledo .....	7,200	4,800		
Wichita .....	27,600	1,200	50,000	1,200
Winnipeg .....	2,694,823			

### Rye Movement in November.

Receipts and shipments of rye at the various markets during November, compared with November, 1922, were as follows:

	Receipts—		Shipments—	
	1923	1922	1923	1922
Baltimore .....	45,360	2,641,354	43,335	1,913,722
Chicago .....	925,000	1,392,000	32,000	708,000
Cincinnati .....	14,400	8,400	12,000	2,400
Duluth .....	1,414,931	3,905,286	2,139,836	4,910,535
Ft. William .....	872,772	1,766,134	1,980,701	2,392,888
Indianapolis .....	17,000	67,000	17,000	45,000
Los Angeles, cars .....	3	10		
Milwaukee .....	110,370	406,105	91,280	375,820
Minneapolis .....	791,160	1,216,070	301,950	977,530
Montreal .....	26,250	948,011	868,245	1,368,726
New Orleans .....			22,342	152,142
New York .....	931,500		954,000	
Omaha .....	74,200	278,600	68,600	219,800
Peoria .....	2,400	59,900	7,200	53,200
Philadelphia .....	695,321	2,155,198	615,687	2,186,386
St. Joseph .....		1,500		21,000
St. Louis .....	49,500	35,265	24,130	35,760
Superior, Wis. .....	797,821	2,692,990	1,666,150	4,443,263
Toledo .....	30,000	306,000	6,110	113,500
Wichita .....		1,200		1,200
Winnipeg .....	955,800			

### Corn Movement in November.

Receipts and shipments of corn at the various markets during November, compared with November, 1922, were as follows:

	Receipts—		Shipments—	
	1923	1922	1923	1922
Baltimore .....	42,255	2,512,419		1,445,749
Chicago .....	8,000,000	10,380,000	3,579,000	6,205,000
Cincinnati .....	579,600	464,400	205,200	306,000
Duluth .....	464,894	15,677	188,000	597,362
Ft. William .....	4,161	3,367	2,589	3,367
Ft. Worth, Tex., cars .....	151	185		
Indianapolis .....	2,494,000	2,459,000	1,571,000	1,862,000
Los Angeles, cars .....	704	711		
Milwaukee .....	1,555,480	738,520	604,953	586,925
Minneapolis .....	2,358,500	1,512,090	1,475,530	258,810
Montreal .....	91,928	4,062,251	5,926	3,470,773
New Orleans .....			82,824	2,178,447
New York .....	52,000			
Omaha .....	1,402,800	2,373,000	770,000	956,200
Peoria .....	1,643,697	2,253,450	1,075,117	2,101,450
Philadelphia .....	6,092,007	14,057,664	4,330,541	12,164,762
St. Joseph .....	861,000	660,000	406,500	342,000
St. Louis .....	2,134,160	2,189,382	841,680	1,519,575
San Francisco, tons .....	1,934	1,200		
Superior, Wis. .....	676,059	11,943	55,970	479,714
Toledo .....	407,500	375,000	99,385	119,500
Wichita .....	363,600	145,200	121,200	48,400

Fairbury, Neb., Dec. 1.—Between Beatrice and this place all covered cribs are full of corn and nearly every farm has one or two open cribs filled, with overflow corn on the ground. Much corn is piled on the ground in western Nebraska and Kansas, where there was a big crop. A crib in that section is a novelty. A good movement is expected as soon as condition of the grain permits.

Middle Point, O., Dec. 3.—Grain elevators in Van Wert county have been very busy handling the biggest crop of the best corn for the past five years. Farmers are free sellers. Prices paid have been high. The shipping demand for shelled and ear corn has been limited on account of the low price of hogs and the high price of corn.—H. G. Pollock.

Wecota, S. D., Nov. 28.—Very little grain remains to be handled this season.

Ft. Worth, Tex., Dec. 6.—At Weatherford this is the first year since 1903 that the farmers had raised about enough of all the grain and feed crops needed to supply themselves, so that there would be nothing to ship out or in. This is the case in a good many instances. The wheat and oats have practically moved. There has been considerable corn and oats bought for future shipment for Texas. There will be some demand for feed during the winter and early spring.—H. B. Dorsey, sec'y Texas Grain Dealers Ass'n.

Russia's probable grain shipments this season are placed at 1,800,000 tons by L. Dd. Welgess, Canadian Trade Commissioner at Hamburg, Germany. The earlier official estimate was 4,000,000 tons. Italy will take a large part of the wheat, while Germany will take most of the rye and barley. Grain in Russia will only buy one-third of the cotton cloth it would purchase before the war.

Toledo, O., Dec. 5.—We are told Europe is broke, yet world shipments last week totaled 19,109,000 bus. North America alone shipped 14,000,000 bus. Russia shipped 3,320,000 bus., with balance scattered. European buyers are satisfied with present prices of Canadian wheat. With these large world's shipments, on passage only increased two million. Total now 51,000,000 bus. against 56,000,000 last year. Bears only look at our visible. Has it not accumulated at the expense of the invisible? Primary receipts so far are 30,000,000 bus. less than last year.—C. A. King & Co.

The Union of South Africa exported during 1922 3,053 barrels of wheat flour, 106,034,011 pounds of maize and grain meal, 9,717,490 bus. of maize, 12,178 bus. of kafir corn, and 142,809 bus. of oats; compared with 1921, 16,136 barrels of wheat flour, 217,840,583 pounds of maize and grain meal, 13,879,393 bus. of maize, 56,576 bus. of kafir corn, and 177,553 bus. of oats. The production of wheat during 1922 was fairly well sustained and amounted to approximately 6,500,000 bus. The yield is still far below the domestic demand, and during the past year about 1,500,000 bus. of wheat and 337,961 barrels of flour were imported into South Africa.

THE SPANISH GOVERNMENT has authorized the importation of 100,000 kilograms of corn for human or live stock consumption at a reduction in the rate of import duty.

### Enterprising Farmer Boosts Price of Own Wheat and Buys More.

Whole wheat breakfast food has been the means of higher prices for wheat to Roscoe Packer, farmer, within four miles of Marshalltown, Ia.

Two years ago Mr. Packer started the manufacture, from wheat grown on his farm, of a whole wheat breakfast food and flour. He found ready sales among his friends and acquaintances and managed to convert his entire wheat crop in this manner.

Encouraged by the reception of his cereal, Mr. Packer recently completed arrangements for the manufacture of the food and flour in larger quantities and now 25,000 two-pound cartons have been placed on the market. The Marshalltown Milling Co. is manufacturing the product.

Wabedo is the name which has been chosen to label the product. It means wheat field. When completely organized the company will be known as the Wabedo Farm Milling Co.



## Futility of Forecasting.

Except in a few particulars, economists have not, to any important extent, even undertaken an analysis of the nature and causes of the business cycle. So far as public discussion of the subject reveals, their sole interest seemingly lies in forecasting, and so far as appearances go, they are not even agreed as to the phenomena that should be observed and followed for forecasting purposes. This is only seemingly, however, for, while the various schools of forecasting are not agreed in their choice of barometers, there is no fundamental conflict in the results obtained from the use of one set of data or another—whether the forecaster uses pig-iron production, car-loadings, clearings, bank debits or interest rates, or a combination of two or three or all of these factors, the result will be approximately the same; that is, equally wrong or equally right.

The controlling factor in the business cycle is psychological; it is the state of confidence, the presence of certainty or uncertainty, and this factor cannot be completely charted. The minor factors, pig-iron production, clearings and the like, indicate the state of confidence and are safe guides until something intervenes to change the situation. Things that alter confidence may be introduced artificially, or they may just happen, and it is almost impossible to foresee or forecast them. It is apparent, therefore, that in dealing with the business cycle forecasting is quite as hazardous as weather forecasting, and for pretty much the same reason, that is, the intervention of vagrant phenomena.

The forecasters may be right ninety-nine times and wrong one time, and nobody can know which time it is that they are going to be wrong. The most reliable of the chart makers make no pretense at forecasting—they know the limitations of their art or science and they respect them. Altho these specialists have not offered a specific, the charting, forecasting and discussion of the business cycle in general have nevertheless had a very important effect upon methods of doing business, and to some

extent the charts have been operated to forestall the results indicated by their own readings. Business men have always dealt with business cycles—they never called them that until lately, but they have always dealt with them. What we call business acumen is nothing more than the ability to read the "Indian signs."

Charts and discussions of the business cycle have made business cautious, and a cautious man is always a careful man, and so it happens today that because business men are not speculating and have in that way modified the business cycle, some forecasts are not being fulfilled. But in practice the Federal Reserve system has proved the most important modifier of the business cycle, and to a great extent its stabilizing influence has so mixed up the "barometers" that readings from them based on experience prior to 1919 are largely valueless. —American Exchange National Bank.

AN ATTRACTIVE calendar in two colors, of sufficient size to be read easily across a large room is being distributed by John E. Brennan & Co., Chicago, Ill.

## Captured the Board.

One day during the grain show at Chicago nearly fifteen hundred farmer boys and girls marched upon the Board of Trade for a glimpse of the machinery through which the world grain crop is marketed. They represented the 700,000 members of Boys and Girls Clubs of America and were delegates to the International Livestock Exposition.

The new "Corn Prince," Maurice Lux of Shelbyville, Ind., who won the Board of Trade prize for the finest ten ears grown by a junior this year, and Glenn Phares, last year's junior soil wizard, headed delegations competing at the International Grain and Hay show. Juniors will carry off a substantial part of the \$12,000 in prizes awarded by the Board at the Grain show.

Eighteen states were represented at the Board of Trade gathering of junior contestants, the largest delegation coming from Iowa.

## A "Fireproof" Elevator.

On the night of Nov. 13, a serious fire occurred in the concrete elevator of the Farmers Elevator Co. at Jamaica, Ill., which will teach a valuable lesson to owners of "fire proof" elevators who carry no insurance.

The house was a solid concrete structure, 30x36 on the ground, and 102 feet from basement to top. Capacity 35,000 bus. It contained two wood legs with metal boots and heads. The legs went up through separate well holes about 4'x8' on either side of work floor. A wood manlift on steel cables went up through one of these wells.

The cupola contained a wood corn cleaner; two small wood turn head platforms; and four wood beams, 6'x12", running full width of cupola. A 20 H. P. motor on small platform rested on these beams. A 6'x8' wood door in wood frame was on railroad side. The 6 wire glass windows were in metal frames. All spouting was of metal. All bins were covered, the opening for spouts being 20'x24".

The scale story of cupola contained an automatic scale on wood frame, a 6'x8' wood door in wood frame on railroad side; 2 wire glass windows and metal spouting.

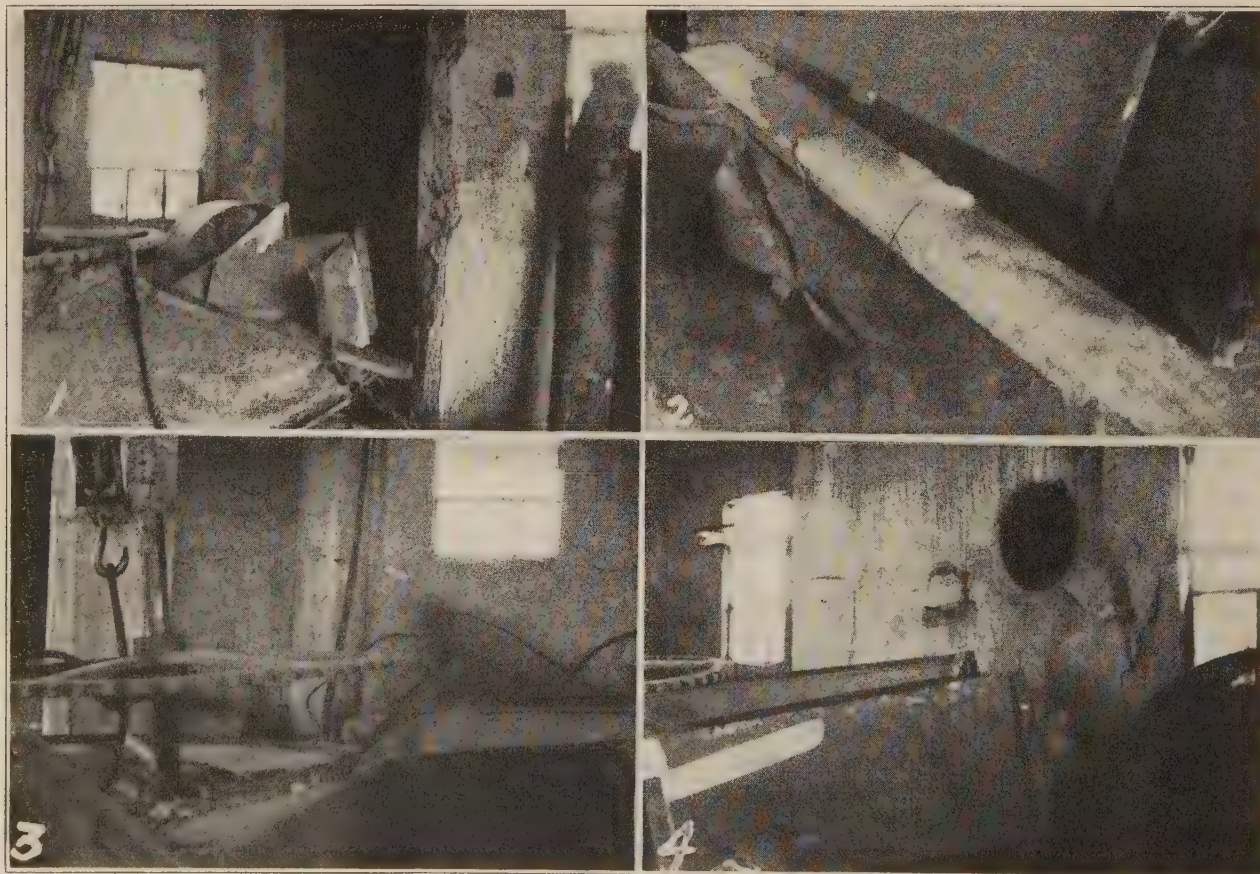
The work floor contained a 20 H. P. motor; a 6'x8' wood door in wood frame on railroad side and all openings in bins were about 20" square protected with wood slides. The driveway floor was formed of 3-inch planks on 2x10 joists. The doors were of metal.

The basement was about 12x12x16, with wood stairs from work floor. A Western sheller with two chain drags from dump. About 200 ft. of lumber was used in sheller supports and housing for drags. The wood legs casings extended into basement.

All power and light wiring was conduits.

Aside from the wood legs, this house contained about the usual quantity of combustible material found in grain elevators of this type.

The elevator had been operating on ear corn during the day of Nov. 13, and was shut down about 7 P. M. At that hour the cob burner was about three-fourths full and burn-



Ruined Equipment of Fireproof Elevator at Jamaica, Ill.



ing freely. It will be noted from the engraving that the cob spout and the dust spout above it both emptied into the cob burner. The cob spout was open on top about four feet from place of entry into burner. Dust spout was solid all way down. It is our opinion that the fire communicated to the elevator from the cob burner through the dust spout, as fire was first noticed about 10 P. M. through the cupola windows. The blackened condition of cupola walls show how the flames and smoke rolled out.

The fire worked down the wood legs, being materially assisted by the accumulation of dust on the walls of well holes. The balance of the house had been cleaned a few days before, but it was difficult to get at the dust in the wells.

All equipment above the basement, aside from a few pulleys, bearings, and spouts is a total loss. In fact, one could not imagine a loss more total. The cupola was the scene of the hottest fire, and the wreckage shows it, as shown in pictures 3 and 4. The heavy wire glass was bent double. Opening in wall in No. 3 is dust spout. Spalling of concrete pillar

was done before the fire to permit passage of spouts.

Pictures 6 and 7 were taken on scale floor. No. 6 shows a portion of the cupola floor hanging by reinforcing rods. This was directly under the cleaner. Section of floor at least 8 ft. square will have to be replaced. No. 7 shows automatic scale which was ruined. Wire glass windows and wood door will have to be replaced.

When the fire reached the work floor, the wood slides on bin openings were burned off, permitting the grain to run out. Two of the side bins were full; two about half full; bins over work floor nearly full. Grain ran into the basement covering the sheller drags and boots completely, thus saving them from destruction. Two treads were burned off stairway. Portion of legs in basement all consumed. Had fire gained much headway in the basement, it would undoubtedly have communicated to the wood driveway. As it was, only a small hole was burned in the driveway floor.

Other than the machinery in the basement,

the house will have to be fully equipped, and for the most part rewired. The cupola motor was a complete wreck. Motor on first floor can probably be rewound. Steel legs will be put in this time.

Aside from smoke and spalling of the inside plaster coat, there is no damage to the concrete other than that shown in No. 6. What the smoke damage will amount is hard to determine at this time and especially so as two of the bins were smoked down to the grain level. Grain loss cannot be determined until returns are in. About a thousand bushels was mixed with charcoal; the balance was in fairly good shape, but, without question, will carry a dockage on account of smoke.

The total loss is estimated at about \$7,500, \$5,000 to \$6,000 on building and equipment, which we believed is conservative. No insurance was carried.

The chief lessons to be learned from this fire are:

1—Wood legs should never be installed in a concrete elevator.

2—Dust should never be allowed to accumulate on the inner walls of any elevator; but particularly a concrete elevator. Due to the roughness of the surface, walls of concrete houses are frequently covered with dust an inch thick.

3—Closed dust or cob spouts should never connect an elevator with a cob burner.

4—Bin openings should be protected with metal slides instead of wood slides.—Our Paper of Grain Dealers Nat'l Mutual Fire Ins. Co.

FORT WORTH, TEX.—Unless dealers are careful they will have very great losses on milo, kafir and heads this season. We have already saved shippers hundreds of dollars on cars arriving here out of condition, to say nothing of the troubles and worry. We have had several cars of milo arrive here wet, sour and hot. It is very difficult to handle that class of grain and the discounts will become greater as more of it arrives here.—Transit Grain & Commission Co.

## Death of John Hill, Jr.

John Hill, Jr., member of the Chicago Board of Trade and president of Hill's National Reporting Co., died suddenly at his home in Chicago at 4 a. m. Dec. 5.

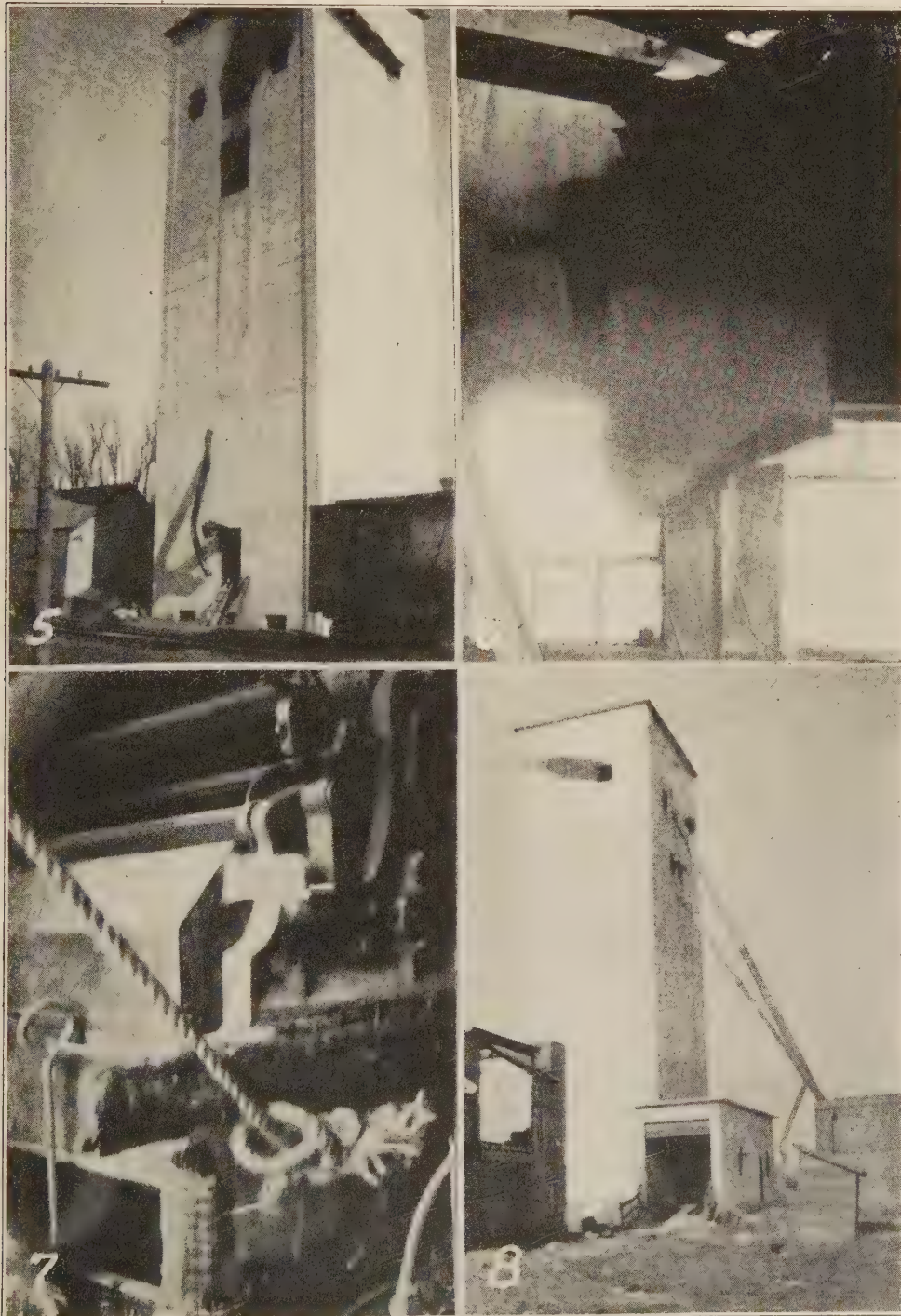
Death was caused by apoplexy, with which he was stricken at midnight when about to retire. He lapsed into unconsciousness immediately following the stroke and died without speaking. He was 67 years old.

Known as the "watchdog of the board of trade," Mr. Hill was the consistent foe of bucket shops and his efforts in legislative matters concerning operations on the exchange often made him the center of bitter controversies. During the days when he was grain receiver he served the Receivers Ass'n in various capacities and was elected President. As a director of the board and chairman of the bucket shop com'te he was instrumental in bringing many traders to trial before the governing body on charges of irregularities in their trading methods.

During his early activities against bucket shop operators, Mr. Hill was victim of the first bomb outrage in what was later known as the "Chicago gamblers' war." He had been leading a campaign against shady operations when a bomb was exploded beneath his bedroom window. Despite the bomb, he continued his battle against the bucketeers.

As an author, Mr. Hill was well known, having written many books and articles on finance. His most prominent effort was "Gold Bricks of Speculation," which exposed many crooked systems and irregular methods of trading.

He is survived by his widow, Mrs. Nellie Graham Hill, and two daughters, Mrs. Wm. McCauly and Mrs. James R. Henry.



Reinforced Cement Elevator at Jamaica, Ill., Put Out of Business by Fire.



# Meeting Corn Millers' Federation

Corn Millers of the United States held one of their best conventions at Chicago, Ill., Dec. 3 and 4. This meeting excelled all prior meetings of the American Corn Millers Federation in attendance, co-operative spirit, constructive work and for unflagging interest at every session.

Pres. J. W. Craver, of St. Joseph, Mo., delivered the following annual address:

We have met today in annual convention to consider the problems within our industry and like a great many other industries at this time, our problems are many and varied. It would seem that the corn millers in the last five years have had more trouble, or rather would I say, more serious trouble, than any other industry, for we were perhaps more greatly affected by conditions growing out of the war.

Unlike the farmers, the railroads and others, we have not sold our troubles to the public, but have borne them in silence and are endeavoring to work them out by organized effort within the Federation.

For many years prior to the war we pursued the even tenor of our way. While ours was not one of the largest industries, it was destined to play an important part during the war.

**Overcapacity.**—When war came and substitution regulations were found necessary, it brought about a demand for corn products that attracted manufacturers from other lines to the extent that our capacity was increased far beyond normal. As a consequence, since substitution regulations were canceled, we have been compelled to go thru a process of elimination. This process, to say the least, has been painful, discouraging and disastrous for all concerned and I regret to say we are yet confronted by overcapacity.

To make matters worse, the consumer was forced in many cases to eat inferior grades of corn products manufactured by the inefficient miller, or rather would I say, the mushroom builder, until he became surfeited with them. All this, of course, has hurt the legitimate corn miller tho in no way has he been responsible for this condition.

Without justifying or condemning prohibition we must all realize that many mills manufacturing grits almost exclusively prior to the war have been compelled to seek other outlets since prohibition became operative. This, too, has had the effect of increasing the capacity of corn for human consumption.

Much of this so-called mushroom growth has been eliminated and today we are working back to normal, so far as capacity is concerned.

I realize we are small in number but we have a great work before us—the work of building up our industry. Ours is an important unit, for we are manufacturing products for human consumption that have few equals and no superiors.

**To rehabilitate our industry,** organization and co-operation are necessary. There was a time in this country when an individual or corporation could fight its battles single-handed, but times have changed and now we can accomplish results only by a united front, as we are met on every hand by organized effort. In labor, traffic problems—in fact, in everything we are compelled to deal not with the individual but with representatives who have the power of a great organization back of them.

I so thoroughly believe in organization and co-operation today that I am of the opinion no industry will survive unless its battles are fought as a unit rather than by individual effort.

You may ask how we are going to increase our volume of business, and in my opinion the answer would be: further improve the quality of our products. In the past year there has been more improvement made in the quality of corn products than at any time since I have been engaged in the milling business.

We are confronted today by a great many lines of business subscribing large sums of money to advertising in order to increase the demand for their products, some of which are succeeding to a wonderful degree. We have not the money for an advertising campaign, which in my opinion is much to be desired. We must, therefore, be content with the slower course of simply allowing our products to speak for themselves, or rather, create a demand for themselves. We should not dismiss the subject of advertising, but later on, if possible for us to do so, we should lay plans for a campaign of education.

There was a time when corn milling was considered rather an ordinary avocation and it was thought most anyone could make corn meal. Today, in the modern mill, corn is more difficult to mill than wheat and many other cereals. Expensive plants are necessary and they must be manned by efficient millers.

Chemistry has pointed the way to better

things in corn milling. In our childhood days we knew of but one corn product—meal—from which corn bread and mush were made. Today we are able to manufacture meal of various grades—grits, hominy, corn flour, oil, starch, sugar, syrup, glucose and many other products.

**Corn oil** is rapidly growing in public favor and is now used freely by the housewife, the chef and the baker for shortening, frying, in making salad, and for many other purposes; in fact, nothing could be more pure or wholesome than corn oil and it is rapidly replacing olive oil for general use.

There are still undeveloped possibilities in corn milling and I predict a bright future for the enterprising corn miller.

I believe in these meetings and I wish every miller in the industry might be with us today to enter into our discussion. I believe it does a man good to get away from his business and meet his competitors. It means something to get your competitor's viewpoint; dissemination of views or ideas is inspiring and educational.

I have been in the milling business a long time, and as stated previously, I began at a time when conditions were different. As a rule we looked upon a competitor as an enemy rather than a friend and unfit to associate with. This, as I see it, was wrong. We should be glad of the opportunity to meet our competitors and to learn to know them.

We are all striving for the same purpose—to make a success of our business—and we only differ in the methods we pursue. After all, our competitor is not such a bad fellow; his horns are only imaginary and his heart is right.

I think our Federation affording us, as it does, an opportunity to associate with our competitors, has made us stronger and better men.

**Our Federation** has done more to uplift our industry than any other one thing. It is responsible for better and cleaner methods in conducting our business. I believe, too, it has had much to do toward improving the quality of our products, or rather, raising our standards; in fact, I might go on naming the benefits derived from our association but you are all familiar with the work that has been done.

The year just closing has been an eventful one. Our business has been spotted and as erratic as a March wind and I think on the whole the past year has been an unsatisfactory one for all concerned.

At the beginning of the year we were all of the opinion we were going to enjoy a good volume of business, but "winter lingered in the lap of spring" and our early orders were delivered in midsummer. Corn, usually one of our most peaceful cereals, fluctuated violently at times.

While by nature I am not an extreme optimist, I am of the opinion we are going to see some improvement ere long. We have a fairly good corn crop throughout the country which should afford us ample supplies for the entire year.

Due to high prices, export business for many months has been out of the question. Now that corn is on a more stable basis, we should be able to revive our export business.

Thos. M. Chivington, Chicago, submitted his report as Sec'y-Treas.:

## Secretary's Annual Report.

Despite unfavorable conditions in corn milling the Federation has increased its membership lists, both active and associate. This has been accomplished without membership drives or any special effort on the part of its officers and is unquestionable evidence of the value of the national organization to the industry.

Due to the wisdom of the founders of the Federation, its democratic form of control has an increasingly strong appeal to the smaller miller whose voice in our affairs is quite as potent as that of the large miller.

It is because of this policy that we have been able to command the support of corn mills, regardless of a great decrease in capacity and of the number of mills thru fires, failures and shut-downs.

The activities of the Federation are becoming better known and are arousing interest throughout the milling industry. That all corn mills are not members is because they do not know what we are accomplishing for the industry as a whole.

The co-operation of the Department of Commerce in a plan of reporting sales has placed the Federation in the front rank of trade ass'ns that are giving practical and highly valuable service to their members.

Perhaps the biggest thing the Federation has accomplished has been to promote confidence among active competitors. For years there have been influences working to create, through misinformation, a feeling of distrust among corn millers. This has been checked by encouraging members to inquire of each other whether these statements are correct or not. There is

not a single instance known where a corn miller has not given a direct and satisfactory answer to such an inquiry.

**Differentials.**—A most gratifying result from the painstaking accurate work of our Package Differentials Com'ite is that the Federation tables are now in general use by corn millers throughout the country.

**Legislation.**—Our Legislative Com'ite, co-operating with the Millers National Federation and the American Feed Manufacturers Ass'n, succeeded in getting a Decimal Weights Bill through the House, and but for the adverse votes of Senators Dial and King in the closing days of the last session of Congress, it would have become a law.

Congressman Vestal has again agreed to father this bill, and the present plan is to have it introduced simultaneously in the House and Senate. Senator Watson has been asked to offer it to the Senate.

As soon as the measure has been introduced, corn millers will again be called upon to urge their Senators and Congressmen not only to vote for this bill, but to use their efforts to get it out of committees' hands and before the Senate and House for a vote. It is reasonable to suppose that had Senators Dial and King been made familiar with the purposes of this bill in advance it would now be a law. This emphasizes the importance of reaching every member of the Senate and House through corn, wheat and feed manufacturers.

The members of the Legislative Com'ite and the sec'y wish to thank the members of the Federation for their prompt and effective response to appeals to get in touch with their representatives in Congress in connection with the bill last year.

The splendid work of Chairman T. R. Hillard and Thos. L. Moore of the Legislative Com'ite in connection with Decimal Weights Bills during recent years has placed corn millers under obligations to these men.

The Millers National Federation and the American Feed Manufacturers Ass'n have been again assured of the active and hearty co-operation of the American Corn Millers Federation in the support of a new bill during the session of Congress now about to convene.

**Telegraph and Telephone Rates.**—Co-operating with Mr. Henry L. Goemann, Chairman of the Transportation Com'ite of the Grain Dealers National Ass'n, the Federation is endeavoring to get a reduction in war time telegraph and telephone rates.

The indications are now that an appeal to the Interstate Commerce Commission will be neces-



J. W. Craver, St. Joseph, Mo., Pres.-Elect.



sary as the companies have refused to make voluntary reductions.

A bill will be introduced in Congress at the coming session repealing the war tax on telegraph and telephone messages. Needless to say, the Telegraph and Telephone Corporations will co-operate in efforts to have this tax abolished.

**Associate Membership.**—The lines of business allied to corn milling have suffered from depression, but this has not influenced the allegiance of our Associate Members to the Federation. The moral and financial support of these associates has been an important factor in the growth and development of the Federation and active corn mill operators should not overlook the fact. At the close of the fiscal year, Oct. 31, we had forty-four such members and the indications are that they will all renew their membership for 1924.

**Finances.**—Another year has passed without assessments on members of any character or for any purpose and we still have a small surplus in our treasury. This has been accomplished by a further reduction in expenses in spite of added work and cost due to sales reporting.

The sec'y recommends that a revision of dues and assessments should be made to increase our income and that the Finance Com'te or a special com'te should take this subject under consideration before our surplus is exhausted.

Last spring corn millers suffered so many heavy losses on contracts for forward delivery without a definite limit that after an exhaustive discussion on both days of the meeting it was unanimously resolved that the following clause should be a part of every contract for grits, meal or corn flour, except export:

This contract is made for reasonably scattered shipment within sixty (60) days, specifications to be furnished not less than ten days before the date of shipment desired, the seller reserving the right, at the expiration of sixty days, to cancel contract, or sell products for customer's account, or extend it for not over thirty days at an additional charge of 25c per barrel.

The sec'y was instructed to have rubber stamps made of the foregoing and distributed to members as soon as possible.

New Package Differentials were adopted to be effective Dec. 10.

Lyman Bowman presented a list of items of operating expense that should enter into cost and be included in price making. He said this list could be carried in any cost accounting method or any set of books, and if followed would give the actual cost of production of products.

In the discussion that followed it developed that several mills with cost accounting systems had found that the actual cost of making meal at the present time was from 42½c to 47½c per 100 lbs. and that prices based on less than 50c per 100 could not possibly show a reasonable profit.

The discussion on this subject was frank and forceful and was participated in by men representing seventy-five per cent of the corn milling capacity of the country, other than mills engaged only in local trade. There was no difference in sentiment from those representing mills located East, West, South or Central.

New members admitted are Black & White Milling Co., East St. Louis, Ill.; Dixie Corn & Wheat Mills, Circleville, O.; Hayes Grain & Commission Co., Little Rock, Ark.; Fair-Hinshaw Milling Co., Tonganoxie, Kan. Associate: Lathrop-Marshall Grain Co., Kansas City, Mo.

Officers elected for the ensuing year are: President, J. W. Craver, St. Joseph, Mo.; First Vice-Pres., Asher Miner, Wilkes-Barre, Penn.; Second Vice-Pres., T. B. Andrews, Memphis, Tenn.; Sec'y-Treas., T. M. Chivington, Chicago, Ill.

Directors: L. C. Stair, Knoxville, Tenn.; J. M. Hammond, Lincoln, Nebr.; A. H. Eisenmenger, Louisville, Ky.; R. A. Henderson, Sioux City, Ia.; H. H. Corman, Springfield, Ill.; E. C. Andrews, Sr., East St. Louis, Ill.; L. J. Licht, Geneva, N. Y.; J. P. Mabrey, Jackson, Mo.; E. V. Mashburn, Shawnee, Okla.; R. J. Anderson, Topeka, Kans.; Thos. L. Moore, Richmond, Va.; Reager Motlow, Union City, Tenn.; G. D. Simonds, Cedar Rapids, Ia.; Carroll Thibault, Little Rock, Ark.; C. J. Travis, Louisville, Ky.; C. A.

Wernli, Le Mars, Ia.; O. L. Bauer, Kansas City, Mo.

Executive Com'te: W. N. Adams, Chairman, Arkadelphia, Ark.; Chas. A. Krause, Milwaukee, Wis.; G. A. Chapman, Chicago, Ill.; J. W. Morrison, Lexington, Ky.; E. S. Miller, Omaha, Nebr.; J. F. Weinmann, Little Rock, Ark., and L. R. Bowman, Sikeston, Mo.

Among those in attendance were: W. N. Adams, Arkadelphia, Ark.; E. C. Andrews, Sr., E. St. Louis, Ill.; T. B. Andrews, Memphis, Tenn.; Lyman R. Bowman and Lee Bowman, Sikeston, Mo.; H. I. Baldwin, Decatur, Ill.; J. W. Craver, St. Joseph, Mo.; Guy Cameron, Little Rock, Ark.; Robert Copin, Decatur, Ill.; G. F. Dristy, Omaha, Neb.; W. J. Edwards, St. Louis, Mo.; A. H. Eisenmenger, Louisville, Ky.; Chas. A. Godfrey, Des Moines, Ia.; G. W. Haynes, New Ulm, Minn.; J. M. Hammond, Lincoln, Neb.; R. A. Henderson, Sioux City, Ia.; Ellsworth Huffman, Circleville, O.; W. H. Haskell, Toledo, O.

Chas. A. Krause, Milwaukee, Wis.; L. J. Licht, Geneva, N. Y.; C. C. Mabrey, Jackson, Mo.; Mr. McKinnon, Glasgow, Scotland; W. W. Marshall, Kansas City, Mo.; W. R. Morris, Louisville, Ky.; Max A. Miller, Omaha, Neb.; Gen. Asher Miner, Wilkes-Barre, Pa.; Robert C. Miner, Wilkes-Barre, Pa.; Reager Motlow, Union City, Tenn.; A. C. Morris, Little Rock, Ark.

Robert Reasoner, Omaha, Neb.; L. E. Spring, Owensboro, Ky.; Fred W. Smith, Little Rock, Ark.; Chas. Schmidt, Cincinnati, O.; Carroll Thibault, Little Rock, Ark.; C. J. Travis, Louisville, Ky.; R. Van Evers, Chicago, Ill.; S. H. Werner, Milwaukee, Wis.; C. A. Wernli, Le Mars, Ia.; Wade Wood, Birmingham, Ala.; J. F. Weinmann, Little Rock, Ark.

## Effect of Unwise Holding of Wheat.

That the United States is being undersold by its competitors in other lands is the conclusion of the Bartlett-Frazier Co. in a comprehensive review of the world's wheat situation just issued, following, in part:

At and after harvest this year American wheat growers were urgently advised by farm leaders to hold back their wheat in the belief that current prices did not fairly represent a proper supply and demand relation.

The records of crop movement during the first four months of the season show that so far at least as physical possession of the wheat is concerned wheat growers have not acted in harmony with the advice they received. For the five years 1917-1921 the receipts of wheat at primary markets during the first four months of the season, July-October, averaged 23 per cent of the total estimated crop. Last year for the same period the percentage was 24.

This year receipts during the four months in question represent 23 per cent of the estimated crop total. The total primary receipts aggregated 179,000,000 bus., against 206,000,000 last year, a proportion which bears a close relationship to the relative size of the crops of the two years.

When it is noted that the visible supply stock on Nov. 3 this year is 36,911,000 bushels larger than that of last year at the same date, while our export clearances from the new crop up to the same date have been 39,161,000 less than last year, the reason for the unusual accumulation of wheat at terminal points becomes apparent.

The United States and Canada have furnished 27,768,000 bus. less than they contributed last year, this falling off having been made good by increased shipments from India, Australia, Argentina and Russia and the Danubian countries. The actual situation, therefore, is that while we have refused to accept world market prices for our surplus wheat and have permitted it to accumulate in visible supply stocks, the importing countries have been able to supply their requirements upon a scale as large as last year from increased shipments from competitive wheat producers. The world has bought wheat upon a liberal scale but it has not bought it from us.

Having this year failed to market our surplus wheat during the period which we naturally dominate as a source of supply because unwilling to meet world price competition, we now face the necessity of either carrying our surplus into another crop or of selling it during the next six months in still more direct competition with Canada during the first half and the southern hemisphere during the second half of the period.

THE FEDERAL Trade Commission will be abolished and its powers transferred to the department of commerce if a bill to be introduced in Congress by Rep. Albert Johnson is passed. The Commission has frequently exceeded its authority and undertaken a surveillance of business never contemplated by Congress. It is a useless expense and should be abolished.

## Taxation of Productive Wealth a Mistake.

Many of us still believe that the rich ought to pay all the taxes, that the sole basis of taxation should be "ability to pay." If it were a matter of the interest of the rich alone, most of us would find no fault with that belief even now, but changed conditions have made the conservation of the riches of the rich a matter of interest to every man, woman and child living under the regime of modern economic organization.

In the days before modern industry took charge, the rich man hoarded gold and silver and jewels; spent his income from the labor of others on choice wines, condiments and sweets. His wealth created nothing but grandeur and comfort for himself. In India and other parts of the East they do the same thing today: it is axiomatic in the money markets that gold or silver that finds its way into India never comes out again. This idea of the uses of wealth was the basis of Karl Marx's theory that in time the rich would own and hoard all the wealth in the world—that the rich would steadily grow richer and the poor poorer. It also forms the basis of the belief that the rich should pay all the taxes.

Now the modern rich man does not hoard gold, silver and jewels; he makes his money work; he invests his surplus in the securities of new enterprises; uses it to build steel mills, flour mills, clothing factories, and to build railroads to distribute the products of the mills and factories to all the people. The more the tax collector leaves him to invest, the more food, the more clothing, the more automobiles for all of us. Many rich men save because they can't help it—their incomes are greater than their needs. Most of us spend all we get; many rich men spend all they can—the surplus represents community savings, and when we foolishly tax it away we do not hurt the rich man, we hurt ourselves. From the standpoint of his personal comfort, what difference does it make to a man with a million dollar income if the Government takes half of it? He couldn't spend what he had left on himself alone if he tried.

When we tax the surplus income of those who make more than they spend, we hurt nobody but ourselves, and please nobody but the followers of Karl Marx, who are endeavoring to make Marx's prophecy that the rich would grow richer and the poor poorer come true by taxing savings—the priceless social asset of capitalism, the accelerator of progress and the chief barrier to bolshevism in all forms—out of existence. Money makes money, the more the super-income tax classes save, the sooner we will realize the dream of the day when there will be enough of everything for everybody. Conditions have changed, our ideas and beliefs must change also.

Secretary Mellon offers us a new leadership, a leadership of intelligence and courage. He has shown us the way to make education on fundamental economic subjects popular.—American Exchange National Bank.

## Rice Warehouseman Removed for Theft.

At a meeting of the officials of the Arkansas Rice Growers Ass'n, with a representative of the government war finance board sent to De Witt, Ark., to investigate the rice situation, C. W. Cross, manager, and F. B. Hoover, shipping clerk, were removed from their respective positions in the De Witt rice mill.

Both Cross and Hoover, in depositions sworn to here in the case of Oak Rhodes, charged with misappropriating rice belonging to the growers, admitted they knew of the theft of the rice, and their removal was not unexpected. Harry Quattermous, who has been manager of the mill, in the interest of the farmers, and who was instrumental in bringing the theft to light, was appointed general manager, succeeding Cross.



## Feedstuffs

EMMETT, IDA.—The Emmett Feed Mills incorporated for \$25,000.

OSWEGO, N. Y.—F. B. Ris is locating an office for the Corn Products Refining Co. here.

WELLSVILLE, N. Y.—The feed mill of J. B. Tompkins & Son has been leased by Raymond Hardy.

MINNEAPOLIS, MINN.—Oscar C. Opsal is contemplating re-entering the millfeed jobbing business.

BUFFALO, N. Y.—The Maritime Milling Co. has located in new offices in the Chamber of Commerce Bldg.

WENATCHEE, WASH.—Harvey Millers is in charge of the business of Dixon Feed & Produce Co. which he purchased recently.

MEMPHIS, TENN.—The All-States Feed Mills, newly organized, will operate the G. E. Patterson feed plant. L. B. Chevallier is the organizer.

CHICAGO, ILL.—The Arcady Farms Milling Co. has registered the word "Vitavim" as trade mark No. 175,056 descriptive of stock and poultry feed.

MEMPHIS, TENN.—Pease & Dwyer have registered a rectangular design with the letters "P & D," as trade mark No. 158,058, descriptive of cattle and poultry feed.

OSCEOLA, WIS.—The feed mill of Ralph Corey has been opened for the season. During the summer months when it was closed, repairs and improvements were made.

BUFFALO, N. Y.—Stockholders of the Consolidated Feed Dealers Ass'n, Inc., held a meeting here Oct. 31 to change the name to the Consolidated Feed & Grain Co., Inc.

CINCINNATI, O.—The Tri-State Vegi Feed Co. has filed a black and white design with the words "Sugar Jack" as trade mark No. 182,451; descriptive of dairy and horse feed.

ST. LOUIS, MO.—A one-story brick warehouse was damaged by fire here recently. It belonged to the Schwartz Bros. Feed Co. Loss was \$4,000 on building and \$4,000 on contents.

KANSAS CITY, MO.—C. G. Smith, formerly with B. C. Christopher & Co., is now mgr. of the grain dept. of the Heart of America feed mill, operated by the General Commission Co.

WOLFE CITY, TEX.—The sweet feed plant being built here by the Kimbell Milling Co. will be completed by Jan. 1. It will cost \$25,000 to \$30,000 and will be equipped with latest machinery.

LOUISVILLE, KY.—The Louisville Cereal Mill Co. has registered a design of a mule and feed trough with the words "Hee Haw" as trade mark No. 181,291, descriptive of horse and mule feed.

A NEW FEED is appearing on the Pacific coast in the shape of dried pineapple pulp. When mixed with molasses and alfalfa it is said to be a very nutritious and palatable stock food. Los Angeles has been receiving molasses for some time and a recent shipment from Hawaii included more than 3,000 sacks of the new pineapple bran.

### Feed Movement in November.

Receipts and shipments of feedstuffs at the various markets during November, compared with November, 1922, were as follows:

	Receipts—		Shipments—	
	1923	1922	1923	1922
Chicago, lbs.	28,380,000	30,796,000	80,862,000	97,835,000
Milwaukee, tons	9,250	6,090	18,780	23,637
St. Louis, sks.	72,480	84,610	192,370	127,310
Kansas City, tons	36,310	39,160	42,823	27,605
Peoria, tons				

MENOMONIE, WIS.—The Wisconsin Milling Co. has completed a new plant to manufacture and handle its scratch and dairy feeds. The new addition is 55 by 165 ft. and three stories in height. Modern equipment is being installed.

MILWAUKEE, WIS.—Kneisler Bros., wholesale and retail feed, hay and grain merchants recently celebrated their 50th anniversary in business. In 1873 the company was organized and now it operates the Lyman 300,000-bu. elevator.

KEOKUK, IA.—The general offices of the J. C. Hubinger Bros. Co. has been moved from New Haven, Conn., to this place following the recent sale of the plant to Mrs. Jennie Hubinger. Joseph H. McNamara will continue as manager.

MARLETTE, MICH.—Thomas Wilson & Son have installed an electric feed grinder in their bean and feed elevator. A new system of conveying direct from farmers' wagons to grinder has also been installed. The grinder has capacity of a bag per minute.

E. ST. LOUIS, ILL.—The Arcady Farms Milling Co. has been incorporated for \$160,000 to succeed the Golden Grain Milling Co. This results in a consolidation of the four plants of the latter company at E. St. Louis, North Kansas City, Chicago and Buffalo.

FORT WORTH, TEX.—The Universal Mills have registered a rectangular design of links with the word "Superior" as trade mark No. 180,089, and another rectangular design of links as trade mark No. 180,090, both descriptive of stock and poultry feed and mashes.

MARSHALL, TEX.—The new corn mill of the Taylor Mill & Elevator Co. is ready for the installation of machinery. It will have a capacity of 250 sacks of corn chops per hour and 350 barrels of corn meal every 10 hours. It will be in operation shortly after Jan. 1.

THE SEVERAL agencies in the Texas government relating to markets, warehouses, agriculture, and livestock, will be recommended to be consolidated in the report by Chas. E. Baughman, commissioner of warehouses and markets. This includes the department of pure feed control.

ST. LOUIS, MO.—The St. Louis Court of Appeals has affirmed a judgement in favor of Michael Mueller against the Ralston Purina Co. for \$5,750 damages on account of injuries sustained by slipping on a run board over which he was pushing a truck loaded with chicken feed. The run board was wet and slippery from rain and snow and flour dust.

QUARANTINE in general against alfalfa was not recommended on account of the stem and bulb eelworm at a recent hearing before the Federal Horticultural Board of the Dept. of Agriculture. Wisconsin has a quarantine on alfalfa against several western states. The infested area is west of the mountain range and 400 miles by rail from Colorado milling sections, states the Denver Alfalfa Milling Co., Lamar, Colo.

PORTLAND, ORE.—Construction work has begun on the mill and elvtr. for the Triangle Mills, Inc. The site of the new plant is 75 by 116 feet in area and the main building will be a one-story concrete structure, 75 by 80 feet in dimensions. The elvtr., grain bins and machinery portion of the plant will be three stories high. The plant will be equipped to handle mixed grains and feed. The cost of the plant and machinery is estimated at approximately \$25,000.

OFFICERS of the Kansas Wheat Growers Ass'n, American Wheat Growers Ass'n, Farmers Union Co-op. Ass'n and the National Wheat Growers Ass'n recently discussed the combining of pools at a meeting held recently in Kansas City. To pool 40 per cent of the next Kansas crop is said to be their aim. The unwise farmer will help the poolers to progress; but he will also take much less actual cash for his grain.

### Ass'n of Feed Control Officials Meets.

Feed control officials from 28 states were present at the fifteenth annual convention of the Ass'n of Feed Control Officials held at Washington, D. C., Nov. 21 and 22. The total attendance was 70, of which many were feed manufacturers.

Sec'y A. W. Clark, Geneva, N. Y., opened the first session and made a report on the activities of the ass'n during the past year.

Pres. H. H. Hanson, Dover, Del., delivered his annual report and explained the purpose of the ass'n. He advocated the exchange of ideas by members thru the ass'n and the establishment of a clearing house accessible to all members wherein would be kept a complete file of feeding stuffs, laws, rules and regulations.

"The Relation of Federal to State Feed Control" was explained by Dr. W. G. Campbell, U. S. Dept. of Agriculture.

"The Quality of Proteins in Nutrition" was the subject of Dr. D. B. Jones, Bureau of Chemistry, Washington, D. C. He discussed the various factors which make good protein and explained the difference in feeds which contain poor or good quality proteins. The results of protein tests on rats were given and it was found that proteins deficient in the amino acid cystine are practically worthless so far as their value for the growth of young animals is concerned. He predicted that the day is approaching when feeding stuffs will be graded, not solely on a high or low protein content, but on a system which will take into account both their qualitative and quantitative composition.

Pres. O. E. M. Keller, American Feed Manufacturers' Ass'n, spoke about "Feed Manufacturer and Feed Control." His address follows:

### Feed Manufacturer and Feed Control.

The American Feed Manufacturers' Ass'n has had the pleasure of co-operating with you gentlemen as the Feed Control officials of the United States for about fifteen years now. I doubt that very many feed manufacturers themselves realize or appreciate the growth of the industry as you do—but I am sure they do appreciate the larger and more numerous problems that confront you as the industry grows and becomes more complicated.

On the other hand, I would not be surprised if some of you gentlemen did not realize or appreciate the gradually increasing and more complex problems that confront the feed manufacturers of today—many being of the ordinary buying, selling and manufacturing—many more because of the non-uniformity of laws, regulations and rulings.

Uniformity.—Wouldn't it be fine if you who control the feed industry in the various states could get together and determine the best, safest, surest and most economical way to handle and police the feed industry—if necessary, go back and sell the idea to others and then keep the laws, regulations and rulings in unity and uniformity?

Doesn't it seem fair and logical that a sack of feed that goes into any one state should go into any other with the same ingredients and labeling? The laws and regulations of any state should be as good as that of its neighbor and if they differ, the best, fairest and most economical should be recognized and installed.

There may have been a time when there was some question as to the permanence of commercial mixed feeds, and to some it may have seemed fair and proper to regulate or legislate on the basis of local conditions and individual thought.

Too Great Variance in Laws: But I believe

### Exports of Feedstuffs.

Export of feedstuffs during October compared with October, 1922, and for ten months ending with October are reported by the Bureau of Foreign and Domestic Commerce as follows:

	October—		10 mos. ending Oct.	
	1923	1922	1923	1922
Bran and mid- dlings, tons.	83	407	1,839	7,326
Cocoanut cake, lbs...		20,395	1,577,940	7,959,697
Corn cake, lbs. ....		367,500	15,746	1,766,689
Cottonseed meal, lbs...	7,297,456	41,933,492	33,428,900	80,297,843
Linseed meal, lbs. ....	229,325	3,017,639	30,034,065	16,145,894
Linseed cake, lbs. ....	28,473,821	41,303,531	463,520,057	329,059,491
Other mill- feed, tons..	676	5,858	9,417	32,424



that now the economic value and necessity of the industry is recognized by all and that regulation or legislation should be towards simplification, uniformity and assistance to the industry, recognizing that additional burdens, be they in operation or taxation, are direct burdens upon the citizens and taxpayers of each state or community. If, as we should, we do recognize the industry as of permanent use and value, no effort should be too great to bring you, who represent the public, and we, who serve the public, together on common ground—and a ground that will really be a common one and not dug full of ditches by individual ideas and rulings, thus making progress difficult. One of the original aims of the American Feed Manufacturers Ass'n was uniformity in laws. Fortunately, your organization has contained men of vision and action and as a result, most state laws are fairly uniform along general lines; however, there still is too great a variance in prohibitions, rulings and methods of taxation.

We, as manufacturers, consider a sack of a certain brand of feed as a unit, just as you would consider a typewriter, an automobile or a sewing machine as a whole—what it is, is because of all that is in it: what it does is because of it as a whole. If it contains materials of various classes and feeding values, the results obtained from feeding the mixture will soon classify the feed, but it will classify it as a unit and that brand or mixture will stand or fall as a whole. So we feel that your consideration of a feed should be as a unit as long as the ingredients are not deleterious and are truthfully declared.

**Uniformity of Tags Desirable:** Some of you have undoubtedly visited feed mills and seen for yourself the multiplicity of tags and stamps necessary for their operation. We do hope that some time soon, uniformity in that respect may be obtained. If a tonnage tax is necessary in some states and if it must be in the form of a tag or stamp, let's have it in the form of rolls of stamps that can be used in a stamping machine and let the manufacturer use his standard tag to stick them on—plain tags if he wishes, but let's simplify the job for everyone.

**Progress:** I wonder if all have noted the rapid and steadily advancing prices of such commodities as butter and eggs, etc., and have realized that it most surely and directly indicates greater and increasing consumption of dairy stock and poultry products. Butter at 60c to 65c, eggs at 60c to 65c, are justification for greater production, and greater production means greater feed consumption, and greater feed consumption means greater demands upon you and the manufacturer and also greater responsibilities for both of us.

An extra pint of milk per family per day would mean at least 10,000,000 quarts a day increase in consumption. This would call for at least 50,000 tons a month extra feed consumption; at the rate the National Dairy Council is working, a pint a day isn't without the realm of possibilities.

Think what an extra egg a week for each inhabitant would mean to the producer and to us—and that is not impossible. See how the immense hog crop and the immense corn crop have disappeared and melted away, and even the big oats crop melts away in spite of ever increasing trucks and autos. And why all this? Because human needs are growing rapidly per individual and in total number of individuals.

So I say in working out the daily grind and details of our own work and problems let's not lose our vision of the necessity for conservation of every possible edible foodstuff, be it for human or animal consumption, which conservation is becoming more and more insistent with the constant bettering of conditions and living standards and our ever increasing population.

Friday's session was strictly a business meeting. Among the resolutions adopted were: That the ass'n go on record as condemning the practice of packing feeding stuffs in bags containing 99 lbs. net and billing and charging for 100 lbs. net; that inasmuch as linseed oil meal is sold more or less on the basis of protein content, it should have the protein percentage prefixed to "linseed cake or meal," as is done with cottonseed; for example, 34 per cent protein linseed meal.

The ass'n adopted the report of the Com'te on Uniform Label and Registration Blanks. Every indication points to adoption by 33 states. The com'te will continue to prepare a manual of uniform state regulations and to work for uniformity of regulations.

Officers elected for the ensuing year are H. A. Halverson, St. Paul, Minn., pres.; G. E. Bidwell, Washington, D. C., vice-pres.; A. W. Clark, Geneva, N. Y., sec'y-treas.; executive com'te, H. A. Halverson, A. W. Clark, W. H. Stroud, Madison, Wis.; J. W. Sample, Nashville, Tenn., and Dr. J. K. Haywood, Washington, D. C.

## No Recovery for Poisonous Feed.

The Pacific Feed Co., Visitation, Cal., sold 300 sacks of beet pulp to Mrs. Joseph Kennel by 'phone, representing that it was from Salinas and of first-class No. 1 quality.

Almost immediately after the carload was received the pulp was fed to the cows, 17 of which became sick, their udders swelling. Some dried up and had to be replaced, while four died. After 8 or 10 days that pulp was not fed any more, and the cows began recovering on another lot of pulp purchased elsewhere.

Mrs. Kennel then informed the Pacific Feed Co. that the remainder of the pulp was at her place of business subject to its orders. The company brot suit for the value of the feed, and the buyer put in a counterclaim for damages.

The pulp did not come from the factory at Salinas; but was salvage pulp from a fire. The court found that the pulp was "in bad condition, injurious, unsafe and unfit to be used as feed for cows."

The plaintiff sought to introduce in evidence the tags attached to each bag as required by the state statute showing the chemical ingredients, but the evidence was ruled out because the tags did not purport to show that there were not other ingredients which would be deleterious to animal life. The lower court decided in favor of the defendant, Mrs. Kennel, and this decision was affirmed on appeal by the District Court of Appeal, first district of California, on July 23, 1923.—218 Pac. Rep. 274.

## Adulteration and Misbranding.

The United Oil Mills, Ashdown, Ark., shipped into Kansas a quantity of cottonseed meal which was alleged misbranded. Misbranding was alleged because sacks were labeled "100 lbs. net," whereas examination by the Bureau of Chemistry showed that 40 sacks weighed an average of 86.4 lbs. each. On a plea of guilty entered by defendant the court imposed a fine of \$25 and costs.

The J. B. Tutt Grain Co., Meridian, Miss., shipped into Alabama a quantity of ox feed which was alleged misbranded. The article was labeled to contain crude fat 2%, 3%; protein 9%, 10%; crude fibre, not over 26%, 30.84%. Analysis by the Bureau of Chemistry showed that it contained 1.47% ether extract (crude fat) 8.63% crude protein, and 35.13% crude fibre. The defendant entered a plea of nolo contendere and the court imposed a fine of \$25.

The Menomonie Milling Co., Menomonie, Wis., shipped a quantity of barley feed into the state of Michigan which was alleged by the Bureau of Chemistry to be adulterated and misbranded. Adulteration was charged because examination showed that screenings had been packed with the feed. Misbranding was alleged because bags were labeled as wholly barley feed, whereas the contents were not. On a plea of guilty entered by the defendant the court imposed a fine of \$50.

The Schreiber Flour & Cereal Co., Kansas City, Mo., shipped 50 sacks of cereal shorts into Arkansas which were seized at Morrilton by the Bureau of Chemistry which alleged adulteration. It was labeled "Ingredients: wheat shorts, low grade flour and corn shorts. Maximum, 8% screenings." Adulteration was alleged because examination showed that a mixture of ground bran and flour had been mixed in with the article so that the resultant damage to quality was concealed. Misbranding was alleged because the article was an imitation and offered for sale under the distinctive name of another article. No claimant having appeared, the court ordered the product to be destroyed.

THE FARMER is using less money than anticipated to finance his crops. The federal farm loan board announced the sale of \$10,000,000 intermediate credit bank debentures which complete this year's program for financing crops. A total of \$30,000,000 such securities were sold. They mature in six months and bear 4½ per cent interest. Of the \$60,000,000 which was available only \$20,000,000 was used, leaving a balance of \$50,000,000. Loans to date total \$32,000,000 and the remaining \$18,000,000 will be sufficient for all future requirements.

## Possible Changes in Grain Products and Grain Byproducts. Classifications.

Information relative to a possible change in the grain products and grain byproducts classifications has been sought by Sec'y F. H. Tanner of the Ohio Millers Ass'n, and in a letter in response to an inquiry E. S. Wagner of the Millers National Federation says:

"The Fenton com'te has been working on the proposition at the instigation of the Interstate Commerce Commission, the matter being in charge of W. T. Hardie, director of traffic, with the idea of securing uniformity between grain products and grain byproducts throughout the country.

"In Western trunk line territory there are two classifications, a so-called grain list, and a grain products list. Byproducts are carried in the grain products list in the west. Chicago and the east have three lists of classifications, namely, grain, grain products, and byproducts. From Chicago, grain products, generally speaking, take rates a little higher than byproducts. East of Chicago, byproducts are as a rule a little higher than grain products rates."

The letter further states that E. F. Austin, of the Auxiliary Com'te of the Central Freight Ass'n, advises that the carriers are desirous of securing uniformity, and the elimination of some items now being carried in the byproducts list where they are erroneously classified is sought. He states further that it is quite possible that where articles are now moving on byproducts rates, they would be taken care of by specified tariffs where there is actual movement of goods. The carriers feel that the entire situation should be looked into to remove from the tariffs such articles as do not belong there. The general revision may result in higher rates on some of the so-called byproduct items. All of the foregoing is still in a formative state, but further developments should be watched by shippers so they may intervene when a hearing is called.

Geo. H. Kreidle, general freight agent of the B. & O. Ry., states that the carrier is now taking the matter up with the shippers to secure an expression as to how they would be affected by changes. He states that the byproducts lists as originally made up was with the idea of taking care of such concerns as brewers, maltsters, starch manufacturers, and possibly glucose, and rates were to be issued to enable them to compete with manufacturers and jobbers of grain products. But today the byproducts list includes a number of articles that, in the minds of the carriers, should not be there, and the Interstate Commerce Commission is inclined to agree with carriers in this to an extent of at least having the matter looked into.

## Sparks Set Mill Ablaze.

Iron or other hard substances, if allowed to go thru a grinding mill, will invariably cause trouble and the sparks therefrom have an excellent opportunity to cause a dust explosion or start a serious fire.

Such an occurrence is believed to have happened Sept. 26, in the feed mill of G. L. Marshall & Co., St. Charles, Ill. They write:

"We believe sparks from our attrition mill set fire to the dust in the mill room and the whole mill blazed up for a few minutes, but the timbers and wood work did not catch fire. The fire was extinguished by hand. The building was not wrecked and no material was damaged, altho the employees were given a good scare.

"We were grinding feed with our 30-inch motor driven Unique attrition mill at the time, and we are not sure whether it was a spark from some hard substance going thru the mill, or a spark from the motor which ignited the dust. However, the motors did not burn out. The motors are G-E 220-volt, alternating current type. No dust collecting system is used."



## Seeds

SHREVEPORT, LA.—L. D. Hudson and others have incorporated the Pelican Seed & Grain Co.

SEATTLE, WASH.—The Randall Seed Co. incorporated for \$5,000. R. B. Randall and others are interested.

ST. LOUIS, MO.—Geo. S. Green of D. I. Bushnell Co., has applied for membership in the Merchants Exchange.

BOISE, IDA.—The Rogers Bros. Seed Co. has appointed K. D. Rose of Idaho Falls as its authorized agent in Idaho.

MADISON, WIS.—The Direct Supply Co. sold its entire stock to the L. L. Olds Seed Co. The former company is no longer in business here.

OKLAHOMA CITY, OKLA.—The Enterprise Seed Co. has added a millfeed and mixed feed department. A mixing plant has been installed and other improvements are contemplated.

GUELPH, CAN.—The leading varieties of grain crops, field peas, barley, oats, winter wheat, spring wheat, are described and origin of each is given in Circular No. 42, recently issued by the Ontario Dept. of Agriculture.

FORT SMITH, ARK.—The plant of the Fort Smith Cereal Co. was recently placed in operation with C. A. Birdsall, sec'y and mgr., in charge. Plans are being made for the erection of a large factory next year.

ALFALFA seed exported from the Union of South Africa during 1922 amounted to 743,933 pounds. Of this amount, 132,240 pounds went to the United States. Sunflower seeds amounting to 102,690 pounds were also exported to the United States.

LONDON, ENG.—The International Seed Testing Congress will hold its meeting here July 7 to 12, 1924. Many international problems will be discussed and the meeting should result in closer relationship between seedsmen in United States and foreign countries.

E. ST. LOUIS, ILL.—John A. Rau, for many years sec'y of the St. Louis Seed Co., has opened a seed store at Broadway and Main streets. H. C. Beare, formerly of Modoc, is partner in the new venture. The firm will be known as the East St. Louis Seed Co.

WESTERN SPRINGS, ILL.—Thomas M. Hunter died Nov. 30 at his home here after several months' illness. In recent years he was connected with the Albert Dickinson Co., and was chairman of the flaxseed com'tee of the Board of Trade. He was 72 years of age.

### Receipts and Shipments of Seeds.

Receipts and shipments of seeds at the various markets during November, compared with November, 1922, were as follows:

FLAXSEED.		—Shipments—	
	1923	1922	1923 1922
Chicago, bus.	168,000	131,000	1,000
Duluth, bus.	1,517,872	912,035	1,731,562 1,077,442
Minneapolis, bus.	1,307,860	598,980	234,250 186,010
New York, bus.	505,300		
Winnipeg, bus.	1,272,375		
Milwaukee, bus.	74,410	54,340	41,045
Montreal	84,188	142,961	
Ft. William.	1,403,466	1,021,677	1,392,607 1,050,483
TIMOTHY.			
Chicago, lbs.	1,606,000	2,048,000	1,573,000 3,943,000
Milwaukee, lbs.	480,000	569,227	510,515 324,768
Toledo, bags.	2,602	1,752	100 184
CLOVER.			
Chicago, lbs.	1,176,000	1,479,000	703,000 1,187,000
New York, bags.	4,492		9,202
Milwaukee, lbs.	386,991	586,985	742,499 892,552
Toledo, bags.	1,393	8,373	2,250 2,757
KAHIF AND MILO.			
St. Louis		31,200	7,910 10,040
Wichita, bus.	8,400	7,200	8,400 6,000
ALSIKE.			
Toledo, bags.	2,431	458	72 213

SALT LAKE CITY, UTAH.—The Occidental Seed Co. has purchased W. H. Smith's interest in the Cache Valley Seed Co. J. S. McCann will be mgr. and will retain his interest in the company. The name of the new company will be Cache Valley Seed & Produce Co.

WASHINGTON, D. C.—Frank W. Bolgiano, pres. of F. W. Bolgiano & Co., died suddenly Nov. 30, at the age of 56. He started in the seed business here 35 years ago and served the American Seed Trade Ass'n as pres. for two consecutive years. His widow, a son, two brothers, and a sister survive him.

MINNEAPOLIS, MINN.—A local crusher reports having a cable from Argentina, estimating the crop of flaxseed at 60,000,000 bus. This would indicate about 54,000,000 bus. for export. Allowing a good margin of acreage above the government estimate of acreage, we consider this a reasonable figure.—Archer-Daniels-Midland Co.

NASHVILLE, TENN.—The McKay-Reece Co. is remodeling its entire building and on Jan. 1 will move from the building next door into its new home. When completed the plant will be one of the best equipped for handling seeds and grain in the south. The company has discontinued garden seeds and will devote its entire time to field seeds and field grain.

IMPORTS of seeds into Canada are required by the new law to be sampled by the Canadian government seed laboratory before entry. Collectors of customs are required to forward the samples of clover, field seed, root and garden seeds. When desired, seeds may be entered under bond, and released after the test shows the seed to be fit for planting.

ALFALFA seed grown in South Dakota will be protected from adulteration by a system of state certification and sealed containers as a result of a meeting of seedsmen and growers held recently. A com'tee of seedsmen to work out the details of the plan is headed by E. H. Sexauer of Brookings. Other members are D. B. Guernsey, Yankton; Robert Burn, Mitchell; H. G. Sears, Chicago.

OWATONNA, MINN.—The twentieth annual convention and exhibit of the Minnesota Crop Improvement Ass'n will be held here Feb. 19, 20 and 21. A. D. Haedecke, sec'y, expects to have more than 600 entries from 350 of the 450 members. The especially fine corn crop should bring out a good exhibit of that grain, and the fine weather prevailing at harvest time of small grains should make exhibits of those grain of equal merit with the corn exhibit.

PORT HURON, MICH.—The Michigan Elevator Exchange has opened a new bean-picking elevator here with capacity for a carload per day. It will operate under the name of the Michelex Elevator & Warehouse Co. and is equipped with automatic loaders and unloaders, a polisher, three giant pickers, a drier. Storage is provided for 60,000 bus., with a 10 to 15 car warehouse in addition. C. S. Benton is general mgr. and vice-pres.

A BITTER fight is predicted in Congress when Rep. Langley of Kentucky introduces the bill to make the free seeds appropriation a permanent law. Last year the vote resulted in a tie and this year the representative will endeavor to have the appropriation made part of the agricultural appropriation bill. Such waste of the taxpayers' money thru giving out of free seeds to apartment house dwellers of large cities should be stopped and the bill quickly vetoed.

KANSAS CITY, MO.—The new crop of cane seed is beginning to move and quality is very good, there being nice plump grains of good color. Redtop (Shumac) variety will be rather scarce this season, but we expect orange, black amber, and red amber to be more plentiful than last year and values are materially lower than previous opening prices last year. With better weather prevailing for the past two weeks, milo and kafir are in much better condition than first arrivals.—G. Clinton Adams, G. Clinton Adams Grain Co.

TOLEDO, O.—Fresh hedging pressure appears on bulges, mostly in deferred futures. Bulls appear confident and many predict higher levels when actual cash demand develops. On account of light receipts and improved cash demand dealers are removing some hedges, purchasing both nearby and deferred futures. Many longs and shorts in December have traded over to the deferred futures. There is still quite a short interest in December, most of which will be delivered on contracts. Toledo has light stocks of clover. Only 2,800 bags of prime have been made up to date. This compares with 3,900 bags last year and 5,200 bags two years ago.—Southworth & Co.

TOLEDO, O.—Clover seed market holds around the \$13.00 level. December liquidation had little effect on values. Scattered country holders will take delivery and have the seed shipped to them. There is no concentrated holdings of futures in the market. Trade this season has been widely scattered. Good foreign crops prevented a wild market. The domestic situation developed into the most bullish in years. We had a crop calamity. Western farmers prefer domestic clover. Eastern farmers have become accustomed to sowing foreign seed. Toledo stocks are small, but are expected to increase with the arrival of foreign seed. Delivery of foreign seed upon December contracts is not new. In pre-war days many of our foreign customers made delivery. Spring cash demand will tell the story. Seed looks like a purchase on all breaks.—C. A. King & Co.

### Western Seedsmen Convention.

The Western Seedsmen's Ass'n held its semi-annual convention at the Hotel Baltimore, Kansas City, Mo., Nov. 24, with about 60 members in attendance.

The address of welcome was delivered by Pres. Fred W. Mangelsdorf, Atchison, Kan., and was followed by a general discussion of crop conditions, yields and prices by the assembly. The same propaganda that garden seed dealers use was urged to be used by the field seed dealers, by Fred W. Kellogg, Milwaukee.

A luncheon given the dealers was featured with addresses by P. W. Goebel, Kansas banker, and Dr. E. H. Lindley, dean of the University of Kansas. The garden seed men discussed their problems in the afternoon.

A banquet at the Kansas City Club was tendered the visitors by the J. G. Peppard Seed Co. and the Rudy-Patrick Seed Co. in the evening. Following the banquet the two seed companies entertained at the theater.

The annual meeting of the ass'n will be held in Omaha, Neb., next spring.

JAPAN will have a crop of five or six thousand tons of unshelled peanuts this year. Usually none are exported, but it is believed that high prices in foreign markets will attract from three to four hundred tons of shelled peanuts. About half will go to the United States. From ten to fifteen thousand tons of shelled Chinese peanuts will be shipped to the United States, practically all direct from Tsingtau.

### Imports and Exports of Seeds.

Imports and exports of seeds for October, compared with October, 1922, and for ten months ending with October, are reported by the Bureau of Foreign and Domestic Commerce as follows:

IMPORTS		10 mos. ending Oct.,	
	1923 1922	1923 1922	
Beans, lbs.	2,498,623 2,749,556	118,768,694 65,037,516	
Peas, lbs.	1,897,721 3,164,114	14,408,817 46,038,794	
Clover, lbs.	3,907,723 525,955	18,809,302 13,584,654	
Other gr. seeds, lbs.	606,171 674,605	8,109,996 674,605	
Sugar beet seeds, lbs.	37,986 5,060	13,471,861 2,824,858	
EXPORTS			
Beans, bus.	39,191 49,137	556,939 704,698	
Peas, bus.	20,109 9,870	86,352 65,244	
Clover, lbs.	38,604 398,429	653,640 1,303,341	
Alfalfa, lbs.	68,459 24,495	364,154 957,381	
Timothy, lbs.	1,630,167 1,640,841	15,143,073 1,363,763	
Other gr. seeds, lbs.	579,171 573,006	2,610,833 3,008,406	



# Grain Trade News

Reports of new firms, changes, deaths, casualties and failures; new elevators, new flour mills, improvements, fires and accidents are welcome. Let us hear from you.

## CALIFORNIA

Los Angeles, Cal.—H. E. Bridges, of Bridges & Bullock is suffering from a nervous breakdown, caused by too close application to business for the past several months.

Los Angeles, Cal.—The grain elvtr. and flour mill of the California Milling Corporation were completed the middle of November, and machinery is now being installed. The plant is located at 55th and Alameda Sts. It consists of a 5-story flour mill, of brick, steel and mill construction, and group of cylindrical reinforced concrete storage bins, 15' in diameter and 90' deep, divided into 33 bins with 150,000 bus. capacity. A reinforced concrete head house, located at one end of the bins for the legs and conveying machinery, rises 135' above the foundations. In addition there are some 40,000 sq. ft. of warehouse space, mostly of one-story, with brick walls and wood roof trusses. The flour mill will have a capacity of 300 barrels per day. The plant will also turn out 100 barrels of cereal and 100 tons of mixed feed per day. The office building is 35 x 60 feet. The total cost of the plant will be approximately \$150,000.00. The plans for all these structures were prepared by Hamn & Grant, Inc.

## CANADA

Vancouver, B. C.—W. R. Berens, formerly of Kashabowie, Ont., was recently appointed grain inspector at the government elvtr. here.

Winnipeg, Man.—Alex Christie, mgr. of the commission department of the Canadian Elvtr. Co. was recently elected Reeve of the Municipality of St. James.

Vancouver, B. C.—W. E. Gray, formerly with the Victory Flour Mills, and previously with the Vancouver Mfg. Co. is now assistant mgr. of the Craig Grain Co.

Vancouver, B. C.—The new unit of the government elvtr. No. 1 will be ready to discharge wheat into boats Dec. 1. It increased the present capacity of this elvtr., the only terminal in the port, to 2,000,000 bus.

Vancouver, B. C.—The United Grain Growers of Winnipeg, thru J. R. Murray, ass't general mgr. are closing up the purchase of the Woodward Elvtr. here. The elvtr. will be considerably enlarged and the finest machinery installed.

Handel, Sask.—In June of this year the Spencer Grain Co. of Winnipeg took over an elvtr. here. Before the grain season commenced, a letter was sent to the Fairbanks-Morse Co. to send their mechanic to see that the scale was true and in good working order. Shortly after this and before the mechanic arrived the Government Inspector came around and tested the scales and found that the beam was false. This was before the elvtr. began receiving grain. The company immediately had a new compound beam installed by the Fairbanks-Morse Co. which was found to be true. The law holds anyone in possession of scales liable for defects in the scales, even if he is not using them, nor giving any false weights at the time the defects are discovered. Action was brought against the Spencer Grain Co. as a matter of course by J. T. Craig of Wilkie, Sask., resulting in a fine of \$10.

## ILLINOIS

Eldred, Ill.—The elvtr. of O. C. Elmore was damaged by fire Nov. 27.

Hoopeston, Ill.—Mail addressed to the Farmers Grain Co. has been returned.

Earlville, Ill.—The Earlville Farmers Co-op. Elvtr. which has been undergoing repairs and betterments was ready to run Nov. 26.

Percy, Ill.—The Jones Milling Co. here, branch of the Jones Milling Co. of Sparta has installed a new engine. The owners are planning on enlarging the capacity in the near future.

Chestertown, (Lincoln p. o.), Ill.—Clarence O. Miller has transferred to R. Woodcock, his partner, his property rights in the elvtr. property along the I. C. R. R. The firm name is Miller & Woodcock.

Galesville, Ill.—I was owner of the Hayes Bros. Elvtr. at Galesville, Ill., for about two weeks but have disposed of same to Tom Grady who owns elvtrs. at Watkins and Empire, Ill., on Big Four.—C. B. Kirk.

Peoria, Ill.—The following were recently admitted to membership in the Board of Trade: A. J. Eliel, mgr. Borch Food Products Co., T. F. Brown, vice-pres. Kentucky Dist. Workman Co., and A. H. Shelby, E. G. Conn Grain Co., Sidney, Ill.

Martinton, Ill.—The Martinton Grain Co. incorporated to deal in grain, seeds, hay and feed. Capital stock \$45,000. Incorporators: John F. Buchner, John W. Schreeder, A. Buchan, F. W. Schroeder, E. C. Peebles, Marshall Bear and Max D. Pilote.

Saunemin, Ill.—The Saunemin Elvtr. Co. built a new coal house part concrete and frame and sided with corrugated galvanized metal. The floor of the coal house was raised about three feet higher than the ground which makes it easier to load the coal from bin into wagons.

West Brooklyn, Ill.—The West Brooklyn Farmers Elvtr. Co. held their annual meeting Nov. 26, 1923. At this meeting the name was changed to West Brooklyn Farmers Co-op. Co. Grain handled was 202,574 bus., mdse. gross sales, \$10,081.00. A seven per cent dividend was paid.—R. E. Jacobs, mgr.

Jamaica, Ill.—A meeting was held Nov. 16 by the stockholders of the Farmers Elvtr. here to take an invoice of the loss sustained in their recent fire. The structure was slightly damaged and machinery which was damaged is being repaired and replaced. In the interim an old granary is being used to care for the grain that is coming in. At this meeting the stockholders voted unanimously to loan the company \$25 per share with which to continue.—*Fairmount Review*.

Jamaica, Ill.—The elvtr. of the Farmers Elvtr. Co. was damaged by fire on Nov. 13 and has since been out of operation. It was a concrete elvtr., but caught fire in the top, probably from sparks from brick cob burner passing up dust spout and lodging among dust and chaff in cleaner room. Fire discovered about 10 p. m. Fire burned out all combustible material inside elevator including cleaner, automatic scales, belting, elvtr. stands and wooden doors and forms that had never been removed. Considerable grain in elvtr. was damaged. Loss estimated from \$5,000 to \$10,000. No insurance on building or stock.—W. I. Baird.

## CHICAGO NOTES.

C. A. Johnson is no longer a member of the clearing house of the Board of Trade.

David Howard Lipsey and Siebel C. Harris are candidates by petition to directorship of the Board of Trade.

Members of brokerage houses in the Board of Trade that use private wires held a dinner recently to discuss the opposition of nonwire members.

The U. S. Grain Growers, Inc., can do business in their own name on the Board of Trade, provided they comply with certain rules asked by the board of directors. Emil C. Butz will be the representative on the board.

The directors of the Board of Trade voted recently to return to its signers the petition asking for a vote of the ass'n on the question of limiting private wire offices to towns of 25,000 or more. It will require the signatures of 100 members to bring it to a vote.

C. E. Fox, of the Chicago Grain & Salvage Co., having just finished the salvaging of grain and feed stuff from the Acme-Evans Co., grain elvtr. and mill at Indianapolis, Ind., has gone to Nashville, Tenn., to salvage the grain from the burned grain elvtr. of Chas. D. Jones & Co., consisting of 120 cars of wheat, 140 cars of oats and 25 cars of corn, the elvtr. being a total loss.

Thomas M. Hunter, former alderman and first bailiff of the Municipal court, died recently, after an illness of several months. Mr. Hunter came to Chicago in 1879 and was associated with the Albert Dickinson Co. for a number of years and later established a business of his own. He became a board of trade member in 1882 and in 1898 became a director. He is survived by his wife and his son George.

The following Board of Trade memberships have been transferred: Michael Straus, Geo. E. Hargreaves, John W. McCordle, Chas. R. Gilbert, Harry A. Massey, A. P. Schilthuis and R. J. Kudlata. The following were admitted to membership: Ferdinand Hartshorn, Weber, Hartshorn & Co., Louisville, Ky; Henry B. Clarke, Produce Exchange, New York City; Henry G. Campbell, Armour Grain Co., Chicago; Arthur S. Dumont, Dumont Roberts & Co., Detroit, Mich.; Maxwell M. Novak and Maurice W. Samuels of Chicago and James C. Cosgriff of Buffalo, N. Y.

Frank L. Carey was nominated for president of the Board of Trade. Fred L. Lewis for vice-pres.; directors for three years, Harry H. Lobdell, George A. Wegener, Frank E. Alstrin, Joseph F. Jackson and Eben D. Norton. Directors for two years in place of Frank L. Carey who resigned, Charles H. Stone. The retiring directors are G. A. Wegener, D. H. Lipsey, A. M. Clement, F. S. Lewis and C. H. Stone. The nominating com'te consists of W. N. Eckhardt, John J. Stream, L. F. Gates, Charles H. Sullivan and A. E. Cross. Com'te of appeals, John J. Stream, H. B. Shaw, F. G. Winter, E. P. McKenna and John A. Low, arbitration, F. G. Coe, H. L. Wing, E. C. F. Wittma, O. B. Dowse and Thomas Bennett.

## INDIANA

Fairgrounds, Ind.—The Farmers Co-op. Elvtr. & Merc. Ass'n recently installed an attrition mill in its elvtr.

Hobbs, Ind.—The elvtr. of Smith & Ackles was destroyed by fire Nov. 24, including a large amount of grain and machinery. Loss \$20,000; insured.

LaFayette, Ind.—The LaFayette Corn Flour Mills, lost its plant in Feb. 1920, did not rebuild, is out of business, has no successor and will not re-engage in business.—J. A. Lancaster, former pres.

Greenfield, Ind.—Andrew J. New died Nov. 20 from apoplexy. Mr. New has been engaged in the mercantile and milling business for many years. He is survived by his wife, one son, five sisters and two brothers,



Valparaiso, Ind.—We have installed electric power 35 h.p. Fairbanks Motor No. 20 grinder and crusher and drag chain for ear corn.—Nickel Grain Co.

Warsaw, Ind.—Arden Foulke was badly hurt when his right arm became caught in a fan on the grain blowing machine at the Warsaw Grain & Mlg. Co.

New Castle, Ind.—Martin & Martin have recently reinstated elvtr. shafting in their mill which was damaged by fire. Further improvements will be made about the place.

Cumberland, Ind.—J. E. Florea has been appointed receiver for the Farmers Terminal Grain & Feed Co. The plaintiffs alleged that the grain and feed company, which owns flour mills at Cumberland and Lawrence owes bills approximately \$14,000, and that it is unable to earn operating expenses.

Rochester, Ind.—Charles Flagg will resign as head of the Rochester Farmers Co-op. Elvtr. Ass'n, not later than the first of the year. John Werner, a well known farmer and an active member of the ass'n will probably take the vacancy made by Mr. Flagg, if not permanently at least for the present.

St. Louis Crossing, Ind.—Clarence Cox, 35 years old, an employee of the Farmers Elvtr. & Coal Co. was seriously injured when his clothing became entangled in a conveyor chain. He was hoisted ten feet, his clothing being tightly twisted about him. The chain broke and he was thrown to the floor. He suffered a crushed arm and cuts and bruises.

North Manchester, Ind.—The plant of the North Manchester Mlg. Co. was destroyed by fire recently. Loss \$32,000, insurance \$15,000. The concern is incorporated for \$100,000 and practically all of the stockholders are Wabash County farmers. C. K. King was made mgr. several months ago when the concern reorganized. The mill probably will be rebuilt.

Hortonville, Ind.—A. W. Stevenson of Sheridan has been appointed receiver of the Hortonville Co-op. Elvtr. Co. Thomas C. Kiesler, who filed the petition for the appointment of receiver, alleges that the company is insolvent and asserts that the decrease in the price of grain and equipment is largely the cause of the financial condition of the company.

## IOWA

Ossian, Ia.—H. L. Bothel has succeeded the late I. H. DeGraff as mgr. of Gilchrist & Co.

West Branch, Ia.—The West Branch Feed & Grain Co. was entered recently by thieves.—J.

Lake Mills, Ia.—The new grist mill here operated by Kenneth Larson is now open for business.

Burchinal, Ia.—The Farmers Elvtr. Society Building was entered recently and \$4.80 taken.—J.

Rands, Ia.—Darwin Hazlett, mgr. of the Rands elvtr. was married recently to Miss Bernice Burke.

Rolfe, Ia.—The entire radio receiving outfit in the Charlton-Larson Grain Co.'s office was stolen recently.

Hakesville, (Manson, p.o.), Ia.—We have secured site on Illinois Central between Manson and Barnum and the track is now being laid for the switch and we will build an elvtr. of cribbed construction 36' by 60' and 60' to plate. Work on office is now under way.—Davis Brothers & Hakes, by A. Hakes.

Halbur, Ia.—The Farmers Elvtr. Co. of which Wm. Eich is mgr. is building a warehouse and coalshed and other minor repair work.

Marietta, Ia.—Walter Hall, mgr. of the Farmers Elvtr. Co. here will succeed S. J. Burroughs, who resigned as mgr. of the same company at Albion.

Albion, Ia.—Walter Hall, mgr. of the Farmers Elvtr. Co. at Marietta, will succeed S. J. Burroughs, who resigned as mgr. of the Farmers Elvtr. Co. here.

Missouri Valley, Ia.—W. A. Jones, an employee of the Missouri Valley Elvtr. Co., was slightly injured recently when he fell from the top of a boiler at the elvtr.

Roland, Ia.—Two men broke the lock on the door of a shed north of the Farmers Elvtr. Co. recently and stole the Ford coupe of B. H. Kundtson, mgr. The Ford was recovered.

Chatsworth, Ia.—The Farmers Grain Co. has been sold to the Independent Grain Co. of Sioux City. Possession taken Nov. 1.—J. L. Gamble, mgr. Independent Grain Co.

Centerdale, Ia.—The elvtr. of the Farmers Exchange containing about 500 bus. of oats belonging to the farmers, were completely destroyed by fire Nov. 20. Loss \$7,000; insured.

Sheldon, Ia.—R. L. McCorkle, Algona, Ia., will be in charge of our Sheldon, Ia., office. C. J. Willson, who has had charge of this office, is assigned to other duties.—W. M. Bell Co., Milwaukee, Wis.

Sac City, Ia.—H. G. Parsons, who has been with the Bartlett Frazier Co. of Chicago, at Estherville, Ia., will have charge of our office here, succeeding E. S. Warner, who resigned.—W. M. Bell Co., Milwaukee, Wis.

Albion, Ia.—The Farmer's Elvtr. here was entered and a cash register valued at \$450, a small sum of money; more than \$200 in elvtr. checks filled in but not signed, insurance policies and cancelled stock certificates were taken.

Mt. Pleasant, Ia.—The entire bond issue of \$75,000 issued by the A. D. Hayes Co. was purchased by the Hanna-Shreves Co. of Burlington. These bonds were issued to finance the erection of a strictly modern mill and elvtr. here to replace that which burned.

Des Moines, Ia.—Thru the board of directors the Falcon Mlg. Co. has issued a statement denying the charges of mismanagement made by E. S. Stanton, superintendent of the mill, who asked that a receiver be appointed. The resolution approved the action of the executive com'te and Fred Hall, gen. mgr. in dismissing Mr. Stanton as superintendent of the mill.

Baxter, Ia.—The Clark Brown Grain Co. sold its plant to M. C. Rucker, who took possession here Nov. 20, which takes me off the list for the first time in 31 years. I first started at this station 29 years ago from Bowen & Regur and after 17 years of continuous service, they sold to S. E. Squires Grain Co. and I stayed with them for 7 years, when they sold to Clark Brown Grain Co., whom I stayed with up to date stated above, and now free to take on another job in the grain business.—W. T. Thorp.

Ida Grove, Ia.—F. Dwight Babcock, Sr. died recently after a short illness, aged 79 years. In 1882 Mr. Babcock traveled Iowa for S. H. McCray & Co. of Chicago. He continued to represent that firm in Iowa long after the organization of Gray, Babcock & Sears which operated elevators at Odebolt, Arthur and Ida Grove. While still in the grain business Mr. Babcock organized the Grain Shippers Mutual Fire Insurance Ass'n, and was elected its first sec'y. He continued in this office until the insurance company was discontinued. A quiet, kindly man who had many friends in the trade during his active years in the grain business.

## KANSAS

Ford, Kan.—Mail addressed to Charles S. Stuart has been returned.

Kincaid, Kan.—Mail addressed to the Farmers Equity Co-op. Co. has been returned.

Lillis, Kan.—Mail addressed to Barrett & Walker has been returned marked "unclaimed."

Forney, Kan.—We did not build at Forney, Kan.—C. E. Robinson Elvtr. Co., Salina, Kan.

Crawford, Kan.—Mail addressed to Cogeshall & Tooney has been returned marked "unknown."

Manhattan, Kan.—Field & Stephenson sustained a small fire loss in their warehouse on Nov. 27.

Wilburton, Kan.—Mail addressed to the Co-op. Equity Exch. has been returned marked "unknown."

Hays, Kan.—Mail addressed to Shellabarger Mill & Elvtr. Co. has been returned marked "unknown."

Claffin, Kan.—Mail addressed to the Universal Mill & Elvtr. Co. has been returned marked "unknown."

Centerview, Kan.—Mail addressed to the Centerview Co-op. Exch. has been returned marked "out of business."

Mineral, Kan.—Burglars recently entered the office of the Farmers Union Elvtr., blew open the safe and found it empty.

Herington, Kan.—The Herington Grain & Feed Elvtr. was recently entered. The safe had been blown open but nothing was obtained.

Wichita, Kan.—I have been in charge of the Galveston office of Wallingford Bros. for some time and have been transferred up here.—L. M. Bell.

Satanta, Kan.—D. C. Winans, formerly mgr. of the Satanta Equity Exchange here, is now agt. for the Security Elvtr. Co. at Hugoton.—Cal.

Hugoton, Kan.—D. C. Winans, formerly mgr. of the Satanta Equity Exchange of Satanta, is now mgr. for the Security Elvtr. Co. here.—Cal.

Alden, Kan.—The safe at the Farmers Co-op. Elvtr. was wrecked recently and so much nitro-glycerine was used that bits of metal were buried in the plastering of the office wall.

Chase, Kan.—The safe in the office of the Chase Co-op. Union was blown about midnight of a recent Saturday, but nothing of value was taken. Apparently the burglars became frightened before they could finish their work.—Cal.

Hill City, Kan.—An elvtr. here owned by the Morrison Grain Co. of Kansas City was completely destroyed by fire Dec. 8. The house contained a little wheat and some corn. Loss \$8,000, fully insured. The elvtr. will be rebuilt immediately.

Dorrance, Kan.—Western Star Mill & Elvtr. Co. still own the elvtr. at this station. Not now in operation. The Weber Flour Mill Corp. is not in operation and the Western Star Mill & Elvtr. Co. is not in operation.—H. T. Manderson, agt.

Salina, Kan.—The office of the Freeman-Faith Co. has been closed temporarily while Roy M. Faith, mgr., is on a vacation trip with his wife thru New Mexico, Arizona and California. He expects to open the office and resume business about Feb. 1.

Frizell, Kan.—H. E. Hill and Ray Cheers have bought the Frizell Grain & Supply Co.'s elvtr. Purchase was made from the First National Bank of Larned for \$10,000. Possession will be given at once, but buyers wish to make some extensive repairs and will not open for business until July. Mr. Cheers is mgr. for an oil company in Leavenworth and will not return until spring. The new firm will be known as Hill & Cheers.—Cal.

## PECANS

New Crop  
from where they grow

Send \$1.00 for 3 lb. trial package by prepaid parcel post insured. Cheaper in quantities.

Coker & Company  
Ennis, Texas



## KENTUCKY

Sebree, Ky.—Our new mill and granary will be completed and in operation in the next 10 or 15 days.—Powell & Kork.

## MARYLAND

Baltimore, Md.—The Armour Grain Co. will cease operation of its private wire here and will do business over the public wire.

Baltimore, Md.—Blanchard Randall, of Gill & Fisher, who fractured two ribs recently in a fall is again able to be at his office in the Chamber of Commerce Bldg.

Baltimore, Md.—A nomination com'tee of five will be elected at the forthcoming meeting of the Board of Directors of the Chamber of Commerce to select from the membership the names of five candidates to be voted on as directors to serve for a three year term on the board.

## MICHIGAN

Bronson, Mich.—Frank Konst is mgr. of the Bronson Co-op. Ass'n.

Cedar Springs, Mich.—The Cedar Springs Co-op. Co. is being reorganized into a stock company. Capital stock, \$10,000.

Vassar, Mich.—Hart Bros. of Saginaw bot the buildings of the Vassar Farmers Elvtr. Co. recently. Charles Harpham will act as mgr.

Saginaw, Mich.—Hart Bros. have purchased the buildings of the Vassar Farmers Elvtr. Co. at Vassar, recently and Charles Harpham will act as mgr.

Eau Claire, Mich.—Not buying at Eau Claire at present, Eau Claire Grain Co.'s plant not operating.—G. T. Morrow, who is now with Hamlet Grain Co.

Freeport, Mich.—The Bigbee Elvtr. Co. recently formed here bot the warehouse of Thomas E. Cheesborough and will remodel it into an elvtr., expected to be ready for use within two weeks.

Fremont, Mich.—The Fremont Canning Co. is building a bean elvtr. in addition to its factory proper. The building will be 16x48 feet and 64 feet high. Capacity will be 12,000 bus. and it will be ready for use about Jan. 15.

Stanton, Mich.—The elvtr. of the Stanton Co-op. Elvtr. Co. which recently incorporated, was damaged by fire, believed to have started when a gasoline engine backfired. Several thousand bus. of grain in the elvtr. was also damaged. Loss, \$4,500. According to G. W. Hardy, mgr., work of repairing the elvtr. will start as soon as insurance adjustments are made.

## MINNESOTA

Litchfield, Minn.—The Equity Exchange Elvtr. here has closed.

Frazee, Minn.—Broker Lumber Company is successor to the Independent Elvtr. Co.

Duluth, Minn.—The membership of S. M. McPhail in the Board of Trade has been transferred.

Gaylord, Minn.—Mail addressed to Equity Exchange Elvtr. Co. reported destroyed by fire has been returned marked "unclaimed."

Franklin, Minn.—Mail addressed to Wm. Fox, who was prop. of the Franklin Indept. Elvtr. Co., whose elvtr. was reported closed, has been returned marked "deceased."

Pipestone, Minn.—The office of the Monarch Elvtr. Co. was recently broken into and upon finding no money in the cash drawer, the thieves stole a valuable fur robe.—J.

Minneapolis, Minn.—Edward H. Conkey, pres. of the Minnesota Commission Co. connected for some time with the State Grain Inspection service and later as a wheat buyer for the United States Food Administration died Nov. 29.

## MISSOURI

LaDue, Mo.—The LaDue Grain & Supply Co. has completed a new crib.

St. Joseph, Mo.—R. W. Dorough is now with us in the office and will assist in the merchandising of coarse grains.—Button Simmons Grain Co.

Springfield, Mo.—A. Conover will succeed R. T. Lamphere as mgr. of the B. C. Christopher & Sons Co. here. Mr. Lamphere will enter into business here.

Watson, Mo.—The new elvtr. of Turner Bros. is nearing completion. The entire outside from top to bottom is covered with galvanized iron roofing, making it fireproof. Machinery is being installed.

Oak Grove, Mo.—The Farmers Elvtr. & Merc. Co. sold its interests to Hubert Roach, mgr. of the Farmers Elvtr. Co., of Bates City and Dudley J. Owings. Upton Owings will manage the plant in the future.

St. Louis, Mo.—The Board of Directors of the Merchants Exchange approved the application of the J. H. Teasdale Commission Co. to have the Missouri Pacific elvtr. made regular under its management and classified as regular under the rules of the Merchants Exchange, and the regulations governing regular elvtrs. and warehouses.

## KANSAS CITY LETTER.

C. G. Eyer of Colby, Kan., formerly with the Federal Grain Co. is now with the Goffe & Carkener Co. here.

Frank Crowell Baker, associated with the Hall Baker Grain Co. was recently married to Miss Janann Guthrie.

The J. E. Weber Grain Co. was placed in the hands of S. B. Gregg receiver recently. Mr. Gregg is with the Morrison Grain Co.

C. G. Smith formerly of B. C. Christopher & Co. has been appointed mgr. of the grain department of the General Commission Co. here.

Creditors of Houston, Fible & Co. will receive on Dec. 14, a 5 per cent dividend or \$250,000, making a total of 85 per cent of the liabilities paid.

It has been announced that the outstanding debts of the Moore-Lawless Grain Co. which failed in June have been reduced from \$750,000 to \$100,000.

Excavating for the new Board of Trade building is in progress and completion is promised by Dec. 1, 1924. The cost will be \$1,500,000 and the building will be thirteen stories high.

B. C. Christopher & Co. have discontinued the use of the wire service of Thomson & McKinnon, Chicago, and will replace it with the wires of Lamson Bros. & Co. Chicago, in all country offices in Kansas and Missouri. B. C. Christopher & Co. have three offices in Mo. and six in Kansas. Thomson & McKinnon will continue their office here.

The Board of Trade members will vote on Dec. 15 on an amendment to the rules increasing the charges for storing grain in elvtrs. the first ten days or part thereof from not to exceed  $\frac{3}{4}$ c a bushel to  $1\frac{1}{4}$ c. After the first ten days the charge will remain the same as at present, one-thirtieth of a cent per bushel a day. Insurance charges of 40 cents per thousand bushels per month or fraction thereof will remain the same also.

## MONTANA

Port Benton, Mont.—Millard F. Greely, mgr. of the Greely Elvtr. Co. was recently married to Jessie Hicks.

## NEBRASKA

Sutherland, Neb.—James Shoup & Son bot the farm implements and leased the elvtr. from the Farmers Union Co-op. Ass'n here.

Sidney, Neb.—The Farmers Union Co-op. Ass'n is reported "out of business."

Newman Grove, Neb.—The Farmers Lumber & Coal Co. has installed a combination improved all-steel Trap Dump in their elvtr.

Plymouth, Neb.—Mail addressed to Walter C. Boulton, reported to have bot the Farmers Elvtr. has been returned marked unclaimed.

Sholes, Neb.—Wm. Slaughter Grain Co. has headquarters at Sioux City, Ia. This is the only elvtr. in Sholes and I am the operator.—A. C. Glasser.

Brayton, Neb.—The W. T. Barstow Grain Co.'s elvtr. has reopened after having been closed for the last two years, with Barney Callahan as mgr.

Maskell, Neb.—McCaull Webster Elvtr. Co. has discontinued business here. No other elvtrs. in this town. No buyers of grain here.—G. C. Hangman, agt.

Belfast, Neb.—The elvtr. which Maginn & Leary bot here recently of the Farmers Grain & Merc. Co. will run under the name of the Greeley Grain Co.—B. H. Cronin, mgr.

Greeley, Neb.—The elvtr. which Maginn & Leary bot here recently of the Farmers Grain & Merc. Co. will be run under the name of the Greeley Grain Co.—Greeley Grain Co., B. H. Cronin, mgr.

Albion, Neb.—Our elvtr. which was struck by lightning is fully repaired. Damage, \$75. Three holes were torn in the roof, electric meter destroyed together with part of the wiring.—H. L. Tingley, mgr. Hord Grain Co.

Lyons, Neb.—The Carlisle-Burns Elvtr. on the C. & N. W. will be opened up again so it is reported. This was formerly the P. v. elvtr. and has changed hands a number of times in the last few years.—A. Moseman.

## NEW ENGLAND

Malden, Mass.—We are building an addition to our building for sack storage to hold about 25 cars.—R. A. Hodgdon, mgr., Cunningham Grain Co.

Portland, Maine.—The Marshall Development Co. incorporated to deal in grain and feedstuffs. Directors: B. L. Merryman, pres., D. Campbell, treas. and S. E. Hunt.

Montpelier, Vt.—The elvtr. and mill of E. W. Bailey & Co. to replace that which burned some time ago is nearing completion. The building is of reinforced concrete construction; capacity of the elvtr. 60,000 bus.

Bridgeport, Conn.—The National Grain Corporation has gone into receiver's hands. Liabilities \$500,000. This is the largest failure in the flour and grain trade in eastern markets for some time. Several mills are involved for sums ranging from \$20,000 to \$60,000.

Spencer, Mass.—Herbert H. Capen, in the grain business here for 40 years, died recently following an illness. The Cutler Co. bot out the Herbert H. Capen grain store and has taken possession. The new owners are in the grain business in various parts of this state, also in Connecticut and New York.

## NEW YORK

New York, N. Y.—Dennis & Brandt Co. is out of business.

New York, N. Y.—Fred M. Bennett is now connected with the Armour Grain Co.

New York, N. Y.—Harry J. Crofton is one of the New York mgrs. and representatives on the floor of the Produce Exchange for F. S. Lewis & Co. of Chicago.

New York, N. Y.—Leverich & Hatch, Inc., have overhauled and repaired their elvtr. on the Hudson River; steam power has been discontinued and 14 G. E. motors installed, furnishing power to legs and conveyors thru Link Belt Silent Chain Drives.—J. W. Hatch.



**Salamanca, N. Y.**—The new mill of the Salamanca Milling Co. to replace that which was destroyed by fire will be in operation soon. Machinery is being installed.

**Lyons, N. Y.**—Crosman A. Coleman, senior member of Vanderveer & Coleman, and a member of the Board of Directors of the National Hay Ass'n, Inc., was killed at a grade crossing near Macedon, N. Y., on Nov. 14.

**East Pembroke, N. Y.**—My elvtr. is located here on the N. Y. C. railroad. I have a capacity of 20,000 bus. and is equipped with an Eureka grain cleaner, scales and next fall I will install a motor driven unique grinder. We have been established here 13 years. My father died in May. I still operate the elvtr.—E. Harry Miller.

**New York, N. Y.**—L. L. Winkleman & Co. who went into bankruptcy last spring, filed schedule Nov. 30 in federal district court, which showed total liabilities as \$2,947,777 and assets \$1,465,632. In schedule A secured claims are listed as \$45,060 and unsecured \$2,902,717. Assets consist of \$1,035,930 of stocks and negotiable bonds and bank deposits, \$312,138.

**Buffalo, N. Y.**—John Brown was suffocated to death while inspecting the unloading of a cargo of flaxseed from the steamer North Sea at the slip of Spencer, Kellogg & Sons, Inc. The marine leg was in the hold of the vessel, taking grain under full feed, when the young man jumped into the hold close to the leg, with the result that he was sucked down into the seed and suffocated before he could be extricated.

## NORTH DAKOTA

**Buchanan, N. D.**—The elvtr. of the Equity Co-op. Exchange was destroyed by fire recently.

**Bement, N. D.**—Our station has been closed here for the season.—Cargill Elvtr. Co., Minneapolis, Minn.

**Newburg, N. D.**—We have closed our station here for the season.—Cargill Elvtr. Co., Minneapolis, Minn.

**Leeds, N. D.**—Our station here has been closed for the season.—Cargill Elvtr. Co., Minneapolis, Minn.

**Buchanan, N. D.**—On Nov. 29 the line elvtr. operated by the Occident Elvtr. Co. was slightly damaged by fire.

**Belfield, N. D.**—Work will commence at once on the rebuilding of the Steffen Grain Co.'s elvtr. which was destroyed by fire recently.

**Wheelock, N. D.**—The Occident Elvtr. Co. installed in its elvtr. an 18-ft. 10-ton Fairbanks scale with single dump. Hickok Construction Co. had the contract.

**Tioga, N. D.**—An auto truck and wagon dump and steel grates were installed in the St. Anthony & Dakota Elvtr. here, by the Hickok Construction Co.

**Lawton, N. D.**—The Lawton Grain Co. installed new distributors, new dump, put in new foundations and repaired its elvtr. Hickok Construction Co. did the work.

**Brocket, N. D.**—The Equity Elvtr. & Trading Co. thoroughly repaired its elvtr. for the new crop. New machinery, distributors, steel boot tank and spouting were installed by the Hickok Construction Co.

**Park River, N. D.**—The Park River Mlg. Co. recently installed a truck dump in a Fairbanks 16-ft. scale, new belts and spouting and other machinery, in time for the new crop. Hickok Construction Co. did the work.

**Grand Forks, N. D.**—The State Mill & Elvtr. Co. which recently bot the elvtr. of J. D. Bacon & Son adopted plans for several changes in the system of administration and operation at the elvtr. at a meeting of the board of directors.

**St. Thomas, N. D.**—The St. Anthony & Dakota Elvtr. Co. installed a truck dump, steel bar grate and other machinery in their elvtr. here. Hickok Construction Co. did the work.

**Dickinson, N. D.**—An auto truck dump, Fairbanks 26ft. scale, new grates, motor and other machinery were installed in the elvtr. of the Occident Elvtr. Co. by the Hickok Construction Co.

**Northgate, N. D.**—The Occident Elvtr. Co. recently installed a single lift, in 16-ft. Fairbanks Scale with steel grates, new belting and other machinery, the Hickok Construction Co. doing the work.

**Park River, N. D.**—The Farmers Elvtr. Co. installed recently, an auto truck dump in 16-ft. scale, with steel bar grates, and made other machinery replacements. Hickok Construction Co. did the work.

**Temple, N. D.**—The International Elvtr. Co. recently installed cleaner, new cup belt and cups, reset engine, and ventilating system and made other minor repairs. Hickok Construction Co. did the work.

## OHIO

**Cleveland, O.**—The improvements costing around \$45,000 to \$50,000 to our elvtr. have just been completed.—Frank S. Sheets, Sheets Elvtr. Co.

**Hudson, O.**—Gardner & Evans of Bedford bot the grain and milling business of E. W. Spreng. The business firm will be known as the Hudson Mlg. Co.

**Haviland, O.**—Harvey Eikenbary of Van Wert who recently took over the elvtr. here will operate it as the Haviland Grain Co. with headquarters at Van Wert.

**Cincinnati, O.**—H. Lee Early, pres. of Early & Daniel Hay & Grain Co. who was removed to a hospital recently is recovering from a major operation. He is 67 years old.

**Bellevue, O.**—I. T. Fangboner and Chas. B. Dillon bot the large grain elvtr. property adjoining the W. & L. E. tracks for \$5,000. The new owners have taken possession and after making some changes and repairs the elvtr. will be operated under the name of Fangboner-Dillon Grain Co.

**Cuba, O.**—Miss Hazel Smith of Cincinnati who recently bot the mill here and who is organizing a stock company of farmers of the community for its operation announced that large storage tanks would be erected on the property soon, where farmers can store their grain until they were ready to sell it. The mill is to be completely overhauled and put in first class condition.

**Columbus, O.**—Uncle Joe McCord, sec'y of the Ohio Grain Dealers Ass'n attempted to celebrate Thanksgiving by sending every prospective member in the state a 100,000-mark note. That is paying pretty high for members but Joe must have them. The state ass'n needs them and is fully entitled to the earnest support of every elvtr. operator of the state. If you haven't yet joined you owe it to yourself to hide your face in the corner until the application blank is signed.

## OKLAHOMA

**Salina, Okla.**—The C. E. Lindsey Elvtr. Co. is out of business.

**Lawton, Okla.**—Mail addressed to the Western Grain Co. has been returned.

**Oklahoma City, Okla.**—The Winters Grain Co.'s office has moved to the Cotton Exchange Bldg.

**Oklahoma City, Okla.**—Paul T. Jackson has closed out his grain business. It is reported he has accepted a position with the La Salle Extension University.

**Enid, Okla.**—The Fuller Grain Co. of Kansas City has installed the Armour Grain Co.'s wire in their office as a substitute for the Thomson & McKinnon service.

**Woodward, Okla.**—Petitions in bankruptcy were filed in the district court in Oklahoma City by R. H. Pierson and Clarence A. Johnson, partners in the firm of the Pierson-Johnson Grain Co. Liabilities, \$18,316.91; assets \$6,000 in real estate.

**Oklahoma City, Okla.**—Some changes were made in the firm of Cozart Grain Co. by C. B. Cozart who has moved his office to the Scannell Grain Co. M. A. Creamer, formerly with the company is now connected with McCaull Dinsmore Grain Co. in Minneapolis.

## PENNSYLVANIA

**Philadelphia, Pa.**—Shane Bros. & Wilson Co. filed a schedule in bankruptcy Dec. 6. Charles L. Birr, sec'y-treas. receiver, places liabilities at \$1,614,000 and assets, \$427,000.

**Philadelphia, Pa.**—Charles E. Heed, connected with the firm of Morris L. Fell & Co. during the Civil War, died suddenly from heart disease. Mr. Heed is 77 years old and is survived by his widow.

## SOUTH DAKOTA

**Flandreau, S. D.**—The Flandreau Grain Co. repainted its elvtr. recently.

**Freeman, S. D.**—J. D. Hofer has installed a Trapp Dump at his elvtr. at Corsica.

**Broadland, S. D.**—The Broadland Equity Union contemplate wiring their elvtr. for electric lights.

**Sioux Falls, S. D.**—J. K. Foster of Minneapolis is now mgr. of the branch here of the W. P. Devereux Co.

**Alpena, S. D.**—We installed a gasoline engine for emergency only. Electricity is our regular power.—Alpena Farmers Elvtr. Co.

**Webster, S. D.**—A. W. Spehr of St. Paul, Minn., supt. of the St. Paul Mlg. Co. has purchased the Webster Flouring mill and will operate same.

**Sioux Falls, S. D.**—G. Goldhart, formerly mgr. of the Fraser-Smith office, and a few years ago mgr. of the Farmers Elvtr. at Valley Springs, has recently taken charge of the office here of the Vye Grain Co.

**Yankton, S. D.**—The elvtr. of the Yankton Grain Co., constructed of sheet iron and containing less than a carload each of corn and oats, was destroyed by fire Nov. 23. Loss \$14,000; insurance, \$10,000. The building of the Garland Flour & Feed Co. nearby suffered about \$2,000 damage to the building and flour stock.

## SOUTHEAST

**Charleston, W. Va.**—W. F. Brown of the Brown Milling & Produce Co. died Nov. 13 following an operation for appendicitis.

**Washington, D. C.**—Claude E. Clifton, head of the C. E. Clifton & Co. and engaged in the brokerage business for more than 30 years died Dec. 6, following a lingering illness.

## TENNESSEE

**Nashville, Tenn.**—J. A. Daugherty is ill in the hospital.—H. Wall, sec'y.

**Memphis, Tenn.**—V. L. Rogers, formerly of Jones & Rogers and later engaged in the banking business, bot a membership in the Merchants Exchange.

**Memphis, Tenn.**—There has been quite an active transfer recently of memberships of the Merchants Exchange and one or two of them sold for \$350 while some months ago these were as low as \$100.

## TEXAS

**Dalhart, Tex.**—W. H. Coon, aged 53 years, died recently. He is survived by his wife and two sons.



## Testing Scales.

[ADDRESS BY J. A. SCHMITZ, WEIGHMASTER, CHICAGO BOARD OF TRADE, DEC. 12, BEFORE MINNESOTA ASS'N OF INSPECTORS OF SCALES AND PUMPS.]

There is an old fable which portrays an energetic young man attempting to bail out the ocean with a spoon. I am often reminded of this story, especially when details of some futile scale tests come to my attention. Surely, attempts to prove or disprove the accuracy of a scale, by means of a hopelessly inadequate amount of "known weight," are just as futile as the efforts of the young man in the fable who attempted to bail out the ocean with a spoon.

**Inadequacy of Testing Equipment.**—Years ago the weighing department of the Chicago Board of Trade, realizing the importance of determining the minimum amount of test weights needed to test scales adequately, gave the matter considerable investigation. This investigation disclosed that throughout the country many wagon and even some track scales were being tested with but *one* 50-pound test weight; and that even this *one* 50-pound weight often was incorrect. Our inquiry also brought to light the fact that some scale companies and a number of mail order houses were advertising and selling *one* 50-pound weight to be used for testing large scales, assuring the buyer that this "weight" was sufficient to test his wagon scale. To illustrate the attitude of these advertisers, I will read to you one of the letters on the subject which was placed in our hands at that time, as follows:

"Dear Sir:

"We are in receipt of your favor of the 22nd and that you are desirous of testing your scale, and for that reason wish a test weight. We believe, however, that the same end can be accomplished by using rock or iron of that weight or even heavier, which you can weigh on a small portable scale you know is correct. It is, of course, immaterial whether this rock or iron will weigh 50, 60, 68 or 100 pounds, or even more, so long as it is some article whose weight will not vary by a little handling. After getting the exact weight, place it on each of the four corners of your scale, then on the center. If you find that it agrees with your weight, then put a wagon on your scale, weigh it, and again add the weight you were testing with. If your scale still shows the correct weight, by adding your weight after weighing the wagon, your scale is correct up to that capacity, and in case you are still in doubt, haul a loaded wagon on your scale and again add the test weight. If the increased weight again shows the correct addition, you may conclude that your scale is correct."

Obviously, it is the lack of information concerning scales and their maintenance that causes men, who ought to know better, to give such erroneous advice—advice that is given credence only because of the position of the adviser. The public, naturally, lacks general knowledge of weights and measures, and this is true more of weights than it is of measures. Now, a one-foot rule is a valuable measuring device when used within its limits, yet no one would accept, seriously, the statement that a one-foot rule is an adequate measure with which to lay out a subdivision or to check up the measurements of acre property. Instead, we use multiples of the one-foot rule, such as "tapes" or "chains." It would be just as sensible to use a one-foot rule for checking the accuracy of measurements of acre property as to attempt to test a scale used for weighing heavy loads with a 50-pound test weight.

Just what amount of test weights should be used for testing scales has long been a mooted question. The various amounts suggested range from a small fraction of to an amount equal to the capacity of a scale. While we do not find it *practical* to use "known weight" to an amount equal to the full capacity of the larger scales, we do find that, in order to insure accuracy, we must use enough "known weight" to assure that any undetected error is negligible in amount and well within the tolerance for error allowed for the particular scale being tested.

There have been a number of attempts made to fix definitely an arbitrary, minimum

amount of test weights. Such attempts have expressed such fixed amounts in percent of the capacity of the scale, but these various arbitrary amounts, which have been offered from time to time, differ greatly, with the result that we have no accepted specifications to govern all concerned. For example, take the regulations of some of the railroad companies covering the subject. Here we find differences of opinion that often amount to as much as 100%. Where one carrier's regulations for wagon scales call for the use of test weights to an amount equal to 25% of the capacity of the scale, another's regulations prescribe less than one-half of that amount. Also, in the case of test cars used by the various railroads for testing railroad track scales, we find that these "test loads" vary in weight from 35,000 to 80,000 pounds. And now, at least *one* railroad is using *two* test cars with which to test each track scale. Nor are such variances in the amounts of test weights used confined to any *one* branch of the testing service.

**The largest amount of test weights, practical,** should always be used, regardless of any fixed minimum. And in determining the "minimum amount" of test weights that can be used safely, the following factors must be considered: (1) the capacity of the scale, (2) the tolerance permitted, (3) the sensibility reciprocal of the scale beam, and (4) the physical conditions under which the scale is to be tested, including its location and accessibility.

The com'te on scale specifications in I. C. C. case Docket 9009 (acting for the grain dealers) fixed an arbitrary, minimum amount of test weights to be used in testing grain hopper scales equal to 8% of the capacity of the scale. They also specified that all scales must be tested empty and loaded to the *full* working capacity of the scale. And, in order that this 8% of "known weight" would be effective, this com'te in addition to fixing a tolerance for error of 1/2 pound per 1,000 pounds, also specified a tolerance for the sensibility reciprocal. The specifications of this com'te further provide that test weights shall be used in *even* multiples of 1,000 pounds. For example, in the case of a 2,000 bushel (120,000 lbs.) capacity hopper scale, these specifications call for the use of not less than 10,000 pounds of standard test weights. The maximum tolerance of error fixed by this committee, for this scale, as stated above, is 1/2 pound per each 1,000 pounds, or a total tolerance of 60 pounds for the full capacity load, and the maximum S. R. tolerance is 15 pounds.

In testing a scale of this size with the prescribed 10,000 pounds of test weight to within a tolerance of 1/2 pound per 1,000 pounds, we must read the scale beam to a fineness of at least 5 pounds, for if we cannot read the scale beam to this degree of fineness, errors, in excess of the tolerance, would go undetected. Now, should we use but 1,000 pounds of test weights, instead of the prescribed 10,000 pounds, we would, necessarily, have to read the scale beam to a degree of fineness divided by 10. It is plain that scales which conform to this S. R. tolerance permit of closer reading of the scale beam, with resultant detection of possible error in excess of the "error tolerance" when using the specified amount of test weights.

Let us suppose that a beam, with any given S. R., will move 1/8 of an inch from the central balance position when 5 pounds are added to or taken off the platform. Now, suppose the S. R. is *twice* as large, then the beam would move but 1/16 of an inch from the central position. Hence, an error of 5 pounds would be twice as difficult to detect. It would also be correspondingly more difficult to determine the *exact* amount of the error. Hence, the unusual emphasis placed on the tolerance for the S. R. In actual experience in the field we often find that the S. R. is many times the accepted maximum tolerance and, because errors are hidden by the excessive S. R. of scale beams, often appreciable errors in scales go undetected for long periods of time.

[Concluded on page 730.]

Ft. Worth, Tex.—The membership of O. L. Quillery in the Grain & Cotton Exchange has been transferred to Harry Johnson.

Spearman, Tex.—W. B. Johnston of Enid, Okla., has taken over the C. B. Cozart Elvtr. here.—W. B. Johnston, per M. L. Matthews.

Galveston, Tex.—Halleck D. Butts, general transportation inspector for the G., C. & S. F., and for eight years an elvtr. supt., died Nov. 27 at the age of 61. He became suddenly ill Nov. 18 and was removed to a hospital at Temple, and after a week's illness he succumbed. He is survived by his widow, one son, and one daughter.

## UTAH

Provo, Utah.—At an informal meeting of the creditors of the Wm. M. Roylance Co. it was almost unanimously decided to force the company into bankruptcy.

## WASHINGTON

Sprague, Wash.—Matthew Brislawn, aged 73 years, mgr. of the Union Warehouse Co., died recently from cancer.

## WISCONSIN

Milwaukee, Wis.—The finance com'te of the Chamber of Commerce has determined the December rate of interest at 6 1/2%.

Milwaukee, Wis.—The Wilbur Lumber Co., operating a chain of yards and elvtrs. in southern Wisconsin, has removed its general headquarters from the Trust Co. Building here to West Allis, a suburb of Milwaukee.

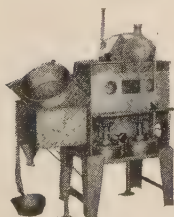
Hilbert, Wis.—We have renewed our lease on the Farmers Elvtr. Co. here for another year. This is now the second year we are operating this elvtr. in connection with our Forest Elvtr.—Huebner Bros. Co., Forest Jct., Wis.

Milwaukee, Wis.—William M. Paris of the Fleischmann Malting Co., Chicago, Ill., and Arthur M. Kayser of Milwaukee, were admitted to membership in the Chamber of Commerce. The following memberships have been transferred: Theodore Sedlmayr and Frank Stollenwerk.

HUSTON THOMPSON has succeeded Victor Murdock as chairman of the Federal Trade Commission, and will serve one year. Before his appointment to the Commission in 1919 he was an assistant attorney-general.

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## Grain Carriers

THE Southern Railway has ordered 1,000 new box cars.

THE WABASH Railroad has ordered 2,000 new box cars.

THE STEAMER, Glen Ridge, is reported ashore off Flushing, Belgium. She belongs to the Black Diamond line of Baltimore and had been engaged in carrying flour and malt.

NEW ORLEANS, LA.—Headquarters of the freight traffic office of the Mississippi-Warrior River Service have been moved from the Hibernia Bldg. to the Board of Trade Annex.

INSURANCE on lake grain cargoes advanced to 1 per cent Dec. 1. On Dec. 5 it was advanced to 1 1/4 per cent; Dec. 9 to 1 1/2 per cent; and Dec. 11 to 2 per cent. Hull rates were also advanced.

SWITCHING charges on wheat at Kansas City, Mo., were found to be unreasonable by the Interstate Commerce Commission in No. 13811. Reparation was awarded to the Weber Flour Mills Corp.

THE KALAMAZOO, Lake Shore & Chicago railroad has filed application with the Interstate Commerce Commission for permission to abandon its 16 miles of trackage from Kalamazoo to Lawton, Mich.

SUNFLOWER seed shipped from Albany, N. Y., to Monroe, Mich., was not overcharged in freight rates ruled the Interstate Commerce Commission in No. 14410, Amendt Milling Co., Monroe, Mich., v. Michigan Central Railroad Co.

REDUCTION of freight rates on agricultural and live stock products amounting to one-third of existing rates is asked in a bill before Congress by Senator Gooding of Idaho. The new rates would become effective 60 days after enactment.

THE CAPE GIRARDEAU, new boat for the Eagle Packet Co., arrived in St. Louis recently on its initial trip on the Mississippi River from Cape Girardeau. It is of steel construction, with water-tight compartments in the hull.

REPARATION was awarded against rates charged on pancake flour from St. Joseph, Mo., to various points during federal control to the Aunt Jemima Mills Co., St. Joseph, Mo. The Interstate Commerce Commission decided the case as No. 13462.

SCARCITY of cars in Kansas has caused the Kansas Utilities Commission to announce that grain dealers who hold cars unnecessarily or cause unnecessary delay will be subject to an embargo. Prompt release of all cars is the best way to get service from carriers.

WINNIPEG, MAN.—An automatic grain trimmer has been invented by Geo. Munday, Vancouver, B. C., which may revolutionize the loading of ships with grain. It is claimed that boats can be loaded in one-quarter the present time required and at one-half the cost.

EXPORT corn rates of 37 cents from Shulbert, Neb., to Texas City, Tex., were held unreasonable by the Interstate Commerce Commission to the extent that they exceeded 35.5 cents since January, 1922. The R. A. Heacock Co. is awarded reparation from the C. B. & Q. R. R. Co.

THE U. S. Supreme Court has issued a writ granting an appeal on the B/L suit by C. V. Browne v. Union Pacific involving the dates of shipment on 4 order Bs/L for wheat to be shipped by Nov. 9, 1920. The Bs/L showed shipment on that date but the grain was in fact loaded later. The Supreme court of Kansas held in favor of the railroad company's contention that the date was not "descriptive matter" on which the shipper or buyer had a right to rely.

APPLICATION to reduce rates on wheat and corn from northwest Kansas to southern and western Kansas has been filed with the Kansas Utilities Commission by the Missouri Pacific Ry. Co. The reduction is from 1 to 2 1/2 cents per hundred pounds, or from 5 to 12 per cent of existing rates.

DULUTH, MINN.—Boat space has been booked here at 5 cents per bushel for wheat and durum for Buffalo December delivery, with one cent additional for winter storage if desired. One charter was obtained at two cents from a speculator who found himself caught with space he was unable to use.

RATES on rough rice from points in Arkansas to Welsh and Jennings, La., were found unreasonable by the Interstate Commerce Commission in No. 13051. Reparation was awarded to R. L. Abbott and Phillip Miller. Rates on rough rice from Dudley, Mo., to Welsh, La., were found not unreasonable.

THE SECOND hearing on a reduction of grain and hay rates in the middle west was heard at Minneapolis, Minn., Nov. 26, by the Interstate Commerce Commission. Testimony for and against the reductions was offered and the hearing closed Dec. 1. The next hearing will be at Spokane, Wash., Dec. 5.

BUFFALO, N. Y.—The steamer Glenstriven, which went aground near Cove Island, Georgian Bay, with 160,000 bus. of oats has been abandoned to the underwriters as constructive total loss. The steamer is in bad shape and cargo loss will be heavy. Wreckers are attempting to remove the steamer.

THE Interstate Commerce Commission in No. 13906 found that shipments of barley from Modesto, Encinal and Corcoran, Cal., to New York City for export were not misrouted and rates applicable were not unreasonable. Reparation was awarded the Globe Grain & Milling Co. because shipments were overcharged.

GRAIN DEALERS of Texas were represented by the Texas Industrial Traffic League on Dec. 7, when the Sec'y of War considered the matter of export rates on grain by way of the Mississippi River barge line. The league will also represent grain dealers at a hearing on grain and grain products rates before the Interstate Commerce Commission at Dallas, Jan. 14.

A WORLD'S record for grain hauling was established by the Canadian Pacific Railway when it loaded 92,673 cars containing 141,398,336 bus. at country points between Sept. 1 and Nov. 21. It unloaded during the same period at Fort William 68,873 cars containing 99,865,850 bus. On Nov. 14, the railroad unloaded at Fort William 1,964 cars, containing 2,847,800 bus. of wheat, a single day's record.

EFFORTS to fix the valuation of railroads, although not nearly finished, have cost \$90,200,103. Of this amount the railroads have spent \$66,980,913 and the government \$23,219,190. Senator LaFollette, in 1910, stated that the value of the carriers could be ascertained at a cost of \$2,400,000, and that such a valuation would save the country "more than 150 times the cost of making the valuation of the physical property of the railroads." So far the valuations have sustained the railroad's own accounts, and where the governmental valuation on one thing has been less than the carrier's figures, other property has been valued at more than the carriers have listed.

VANCOUVER, B. C.—Grain shippers and the harbor board entered into an agreement whereby all grain bookings already made, if filed with the board before Dec. 5, would get the benefit of rates now in effect. A new schedule of cargo rates has been prepared, including those on grain and flour. Formerly the rate was one cent a ton on bulk and five cents a ton on sacked, and now the rate is ten cents flat, for flour and grain. About 12,000,000 bus. booked for January and the current month will be exempt from the increase if filed before the allotted time.

RATES on grain and grain products from 10 stations in Southern Illinois on the L. & N. to Clarksville and Nashville, Tenn., are involved in the finding of justification in I. & S. Docket No. 1870 of the I. C. C. Some rates will be reduced, but there will be increases of 1/2 to 1 cent on grain products from main line points and O'Fallon, and from 7 to 7.5c on grain and flour from Shawneetown.

REPEAL of the "fair return" section of the transportation act, abandonment of the railroad consolidation plan, and restoration of the pre-war status and powers of state railway commissions, is the essence of a bill being prepared by Senator Capper of Kansas to be introduced into Congress. The Interstate Commerce Commission would have no authority over interstate rates under the bill, but would have conferences with the state commissions regarding the effect of state rates on interstate tariffs.

THE TEXAS, Panhandle & Gulf Railroad has applied for a certificate from the Interstate Commerce Commission to lay rails from Tucumcari, N. M., to Fort Worth, Tex., by utilizing the Gulf, Texas & Western as a 100-mile link. Approximately 3,000,000 acres of land are within 15 miles of the proposed right of way. Cotton gins situated there are now compelled to truck their products 40 miles to the nearest railroad, and cattle men have to drive their stock three days to the nearest rail line for shipment.

THE Interstate Commerce Commission is considering issuing an order to supplement Docket 12669, Southeastern Rate Case, reports E. P. Byars of the Texas Grain Dealers Ass'n. It will require the factor from Vicksburg to be not higher than the reshipping rate from Memphis to any point in the state of Mississippi. This will give shippers an additional reduction of one cent per 100 lbs. in thru rates. The reduced factors east of the Mississippi river apply and will apply on all kinds of grain and also flour and grain products, altho the factor west of the river on flour from Texas is not changed. The reason for this is that the commission is not satisfied that flour is entitled to a reduction. Texas millers will have to file a complaint on their own behalf to obtain reductions.

MEMPHIS, TENN.—Delegates from every state in the middle west met at the annual meeting of the Mississippi Valley Ass'n, Memphis, Tenn., Nov. 22 and 23. A program to provide a navigable waterway from the Great Lakes to the Gulf of Mexico was outlined and adopted. It provides for a 9-foot channel in the Lower Mississippi from St. Louis to New Orleans; a 9-foot channel in the Illinois River from Chicago to Grafton, Ill.; a 6-foot channel from St. Louis to Kansas City in the Missouri River; a 9-foot channel in the Ohio River from Pittsburgh to Cairo, Ill.; a 6-foot channel in the Upper Mississippi River from St. Louis to St. Paul. Pres. Smith of the ass'n stated that \$80,955,082 has been wasted on the Ohio River since 1875 with practically no results, because a large portion of the money was spent on resultless methods. He urged the adoption of a definite program to be submitted to Congress for passage with an appropriation to complete the four trunk line waterways which have been started.

INCREASED import duties on wheat, flaxseed and their products is the goal of Senator Ladd and Representative Young of South Dakota. They have filed formal application with the tariff commission requesting increase on flax from 40 to 60 cents per bushel, with corresponding increase on linseed oil. Bills were also introduced to increase the tariff on wheat from 30 to 45 cents per bushel, with corresponding increases on flour and wheat products. If the President fails to act on advices from the tariff commission, the applicants feel that Congress can take action.



## Changes in Rates

As shown by tariffs recently filed with the Interstate Commerce Com'n the carriers have made the following changes in rates:

**E. B. Boyd**, agent, in Supplement 14 to Circular 1-Q of Western Trunk Lines, gives rules, regulations and exceptions to classifications, effective Nov. 27.

**L. A. Lowrey**, agent, in Supplement 10 to 20-M gives local and joint terminal charges, rules and regulations from or to points within the Chicago District, issued Nov. 23.

**L. A. Lowrey**, agent, in Supplement 9 to 20-M gives local and joint terminal charges, rules and regulations from or to points within the Chicago District, issued Nov. 22.

**C. & E. I.** in Supplement 10 to No. 600 increases rates on grain and grain products from E. St. Louis to Mt. Vernon, Benton, West Frankfort, Marion and Olive Branch, Ill., and increase the rate on dextrine from Chicago to E. St. Louis, Ill., effective Dec. 22.

**A. T. & S. F.** in Supplement No. 8 to 5655-A-2 gives joint proportional rates on grain, grain products and seeds, from points in Missouri, Kansas, Oklahoma, New Mexico and Texas; also Superior, Neb., to Galveston, Houston, Texas City, Beaumont, Orange and Port Arthur, Tex., effective Dec. 24.

**C. R. I. & P.** in Supplement 1 to 27537-I gives joint and proportional rates on grain, grain products, seeds, hay and broom corn from stations in Illinois, Iowa, Kansas, Minnesota, Missouri, and Nebraska to stations in Illinois, Indiana, Kentucky, Michigan, New York, Ohio and Pennsylvania, effective Dec. 31.

**C. R. I. & P.** in Supplement 6 to 22000-H gives local, joint and proportional rates on grain, grain products and seeds from Chicago, Moline, Peoria, Rock Island, Ill., Burlington, Clinton, Davenport, Keokuk, Muscatine, Ia., Minneapolis, Minnesota Transfer, St. Paul, Minn., to stations in Illinois, Iowa, Minnesota, Missouri and South Dakota, including Kansas City, St. Joseph, Mo., Council Bluffs, Ia., Kansas City, Atchison, Leavenworth, Kan., Albright, Omaha, and South Omaha, Neb., effective Nov. 15.

**C. R. I. & P.** in Supplement 8 to 28675-F gives local, joint and proportional rates on grain, grain products and broom corn, alfalfa cake and meal, linseed cake and meal and seeds from Chicago, Peoria, Rock Island, Ill., Council Bluffs, Ia., Kansas City, St. Joseph, St. Louis, Mo., Minneapolis, St. Paul, Minn., Omaha, Neb., also stations in Colorado, Illinois, Iowa, Kansas, Minnesota, Missouri, Nebraska, Oklahoma and South Dakota to stations in Colorado, Kansas, Nebraska, New Mexico, Oklahoma and Texas, effective Dec. 27.

**C. & E. I.** in Supplement No. 10 to 600 gives local, joint and proportional rates on grain, grain products and grain by-products also broom corn, green corn, corn cobs, cotton seed, cotton seed ashes, seeds (broom corn, hungarian and millet) and red top seed chaff from stations on the Chicago & Eastern Illinois Railway also from Henderson, Owensboro, Ky. (and stations on the L. H. & St. L. Ry. taking Owensboro, Ky., rates) and from Cairo, Ill. (via M. & O. R. R.), Joliet, Ill. (via E. J. & E. Ry.) and Moline Transfer, Ill. (via C. M. & G. Ry.) to points in Illinois, Indiana, Iowa, Kentucky, Michigan, Minnesota, Missouri, Ohio, Pennsylvania and Wisconsin, effective Dec. 22.

### Application of Reconsignment Charges.

The Interstate Commerce Commission has settled the question as to what reconsignment charge will apply on a shipment in transit at the time changes in the charges take place.

The commission held, in the case of the Carolina Portland Cement Co. v. Director General, opinion 8854, 83, I. C. C. 388-392, that reconsignment and the charges therefor are to be determined by the tariffs in effect on the date of original shipment.

If, under the tariff, a shipper has a right to stop in transit, reconsign, store, or return freight, he is entitled to use such privileges, even tho they may be later cancelled out of the tariff before the time allowed for the exercise of such right has expired.

### Bill Grain on Shipper's Weight.

Circular 127, issued by the C. & N. W. Ry. Mar. 5, 1923, has occasioned some unnecessary confusion. The order requires the grain shipper to insert in his B/L the weight of the grain represented by such B/L as determined by the shipper, the weight to be taken as the temporary billing weight, and to be subject to correction when official weight is certified to at the terminal market.

"It is apparent that there is considerable misunderstanding on the part of a great many shippers in regard to the intent of this circular, and that it is quite important that it be explained," said J. L. Bowlus, Transportation Department Manager for the Milwaukee Chamber of Commerce, in discussing the subject.

"The opinion of these shippers seems to be that they cannot secure a shipper's order B/L unless the actual weight of the grain is inserted thereon. For many years the practice has been to allow the shipper to insert on the B/L the number of bus. of grain in the car without showing any weight, resulting in a negotiable document being issued by the carrier without knowledge of actual contents of the car. Therefore, the North Western asks the grain shippers to show on Bs/L, the actual weight of grain tendered according to the record of the shipper, and the grain will be billed out as such weight subject to correction, based on official weight ascertained at terminal point. Practically all elevators are equipped with scales of some character and it is the weight of the grain obtained by the use of these scales which the carrier wants shown on the B/L, as well as the number of bushels.

"No confusion should result under this arrangement so far as I can see, and if the shipper will insert on the B/L the actual weight to the best of his knowledge and belief, the B/L should be issued without question."

### Room for Improvement of Railroad Scales.

The accuracy of the railroad scales shows, in general, a slight improvement each year which is very gratifying, states Herbert Hoover, Sec'y of Commerce, in his annual report.

"There is still room for betterment, particularly in certain sections. The bureau's work along these lines would be greatly facilitated by the provision of a suitable, centrally located depot in which to house the Government's master track scale, and it is hoped that provision will be made for this building during the coming year.

"Assistance is being rendered to state and municipal weights and measures officials and to manufacturers through the testing and investigation of commercial weighing and measuring devices. Unfortunately the bureau's facilities are not adequate to carry on all the work of this kind which it would like to do. At present considerable delay is unavoidable in testing devices submitted, while the work, to be of maximum value, ought to be carried out promptly.

"A bill has been introduced in Congress, largely through the effort of the Scale and Balance Manufacturers' Ass'n, designed to secure uniformity of types of weighing and measuring apparatus for commercial purposes throughout the United States and giving to the Bureau of Standards the power to approve apparatus of this kind. This would result in increased protection to the general public.

"The Sixteenth Annual Conference on Weights and Measures, held on May 21 to 24, was one of the most successful which has taken place at the bureau. Delegates were present from many sections of the country and papers on numerous important subjects were presented. In this way weights and measures officials become acquainted with each other's problems and with the work of the National Government. This goes a long way toward the securing of uniform weights and measures law throughout the country."

### Year's Freight Loadings Will Break Record.

Loading of revenue freight has averaged more than 1,000,000 cars per week since Mar. 10, reports the American Railway Ass'n. A total of 38,008,533 cars were loaded between that date and Nov. 24. It is predicted that the 1923 total will exceed 50,000,000 cars to establish a new high record.

Loadings of revenue freight for the week ended Nov. 24 totaled 990,217 cars, an increase of 43,575 cars over the total of 946,642 loaded the corresponding week last year.

Total loading for the week ended Nov. 17 was 991,745 cars, an increase of 34,181 cars over the corresponding week of 1922, and 201,382 cars more than the total of 790,363 for 1921.

Grain and grain products were loaded into 48,027 cars, a decrease of 1,061 cars under the total of 49,088 loaded the previous week, and 7,034 cars under the total loaded the corresponding week of 1922. The total was, however, 10,186 cars more than the total of 37,841 cars loaded in the corresponding week of 1921.

The average daily reported shortage for the period ending Nov. 15 was 831 box cars, 1,169 coal cars, and 3,901 all cars. Surplus serviceable equipment for the same period was 34,449 box cars, 31,850 coal cars, and 71,119 all cars.

### Annual Delay of Loading on Lakes Occurs.

Every year, just before the close of navigation, vessel owners are caught in the net of delay at Buffalo or the Canadian head of the lakes. A repetition of last year's congestion occurred again this year, when boats were held up from six to nine days waiting to be loaded at Ft. William, Ont.

At the Canadian head of the lakes boats were held and delayed from four to five days, and just preceding Dec. 5 when the insurance rates advanced, eight boats, scheduled to sail before the new rates became effective, were held over, causing the owner's profit to be diminished by the increased insurance rates.

While the majority of vessel owners lose on the insurance advances due to the delay in loading, some of the shippers will have to pay the advance in the insurance rates, because delay in loading is allowed for in the contract specifications.

The congestion is causing owners to demand dispatch guarantees, and one steamer was chartered to load at Fort William for Buffalo, with the understanding that shipper will pay the owner \$1,200 per day until the vessel is loaded.

Rates on recent charters have been as follows: From Milwaukee to Buffalo 3½ cents; Fort William loading to store at Erie, 4¾ cents; loading at Fort William for storage at Toledo, Erie, or Fairport, 5 cents; loading at Fort William for storage at Buffalo, 5¼ cents, but the steamer received 5½ cents when she was not loaded by Dec. 5, according to contract. Another charter was made, Fort William to unload at Buffalo, 4 cents. Another was booked to load at Fort William to hold at South Chicago at 5 cents if loaded by Dec. 9, and 6 cents if loaded after that date.

A RESEARCH institute to investigate and spread information to the public about the fundamental problems of rural communities, is recommended by Pres. Nicholas M. Butler of the Columbia University. More duplication of unnecessary work.

THE GRAIN and flour agency of E. Serfaty established in 1861 at Gibraltar, Spain, and continued since his death in 1878 by the widow, Rachel, under the name Viuda de E. Serfaty, is now being continued under the same name after her death, by her three sons and executors under her will, Judah E., Samuel E. and Abraham E. Serfaty. The management is in the hands of S. and A. Serfaty, who have had the management for the past 32 years.



## Supply Trade

"PITTSBURGH PLUS" has been abolished by the La Salle Steel Co. On Dec. 6 the sale of cold drawn screw steel and shafting was put on a Chicago basis.

JACKSON, TENN.—The Jay Bee Feed Mill Co. has been organized to promote the sale of the Jay Bee Feed Mill thruout West Tennessee and Northern Mississippi.

DECATUR, ILL.—The Decatur Industry Equipment Co. is being organized to take over the Maroa Mfg. Co. A building will be erected shortly to house the new company. James A. Worsham will continue as manager.

CHICAGO, ILL.—A national convention of Farmers and Manufacturers will be held Jan. 14 and 15 at the Congress Hotel here under the auspices of the Illinois Manufacturers Ass'n. Speakers of national prominence will discuss subjects of vital interest to farmers and manufacturers present.

ACTIVITIES in winter building will be greater this season than ever before, report S. W. Strauss & Co. Building permits in 250 cities during November were 28 per cent greater than the total for the corresponding month last year, while the increase for the intervening period of eleven months was 26 per cent.

FINAL hearing on the "Pittsburgh Plus" case before the Federal Trade Commission was held Dec. 10. It is estimated that \$75,000,000 per year on rolled steel will be saved by the public if the commission decides to abolish the practice of forcing the steel buyer to pay the price of Chicago steel plus the freight from Pittsburgh.

IMPROVED ROADS, and the automobile, are effecting a change in merchandising that must be considered by all business men in planning their own activities. The small town dealers are losing business to the larger towns or small cities that can be reached after a motor trip of 80 or 90 miles. These larger merchants in turn buy from hand to mouth instead of two or three times a year, the effect of which, with the increase in chain stores, is to work for the elimination of the jobber.

KANSAS CITY, Mo.—J. C. Dennis has succeeded F. L. Callicotte as manager of the Howe Scale Co. branch in this city. Mr. Dennis has been connected with the Howe Scale Co. for the past eight years as salesman, having for his territory all of Kansas and parts of Oklahoma and Missouri. Although appointed manager of this branch office Mr. Dennis will not forsake the "road," in fact, he expects to make frequent calls on his many friends throughout his territory.

MOSCOW, RUSSIA.—Prof. Joffe is reported to have discovered that the structural arrangement of the atoms in the molecule of salt can be changed by submitting the crystals of salt to high heat and pressure, the effect being to increase the strength and ductility of the substance more than 300 times. If the discovery can be applied to metals it is expected to revolutionize industry.

CEMENT PRODUCTION in the United States exceeded all monthly records during October. The output was 13,350,000 barrels, or 241,000 more than in September. Supplies have been diminishing monthly since February, and as the shipments during October exceeded the production by almost 1,000,000 barrels the stocks on hand Oct. 31 totaled only 4,597,000 barrels, which is one-third of a months' supply.

SIOUX CITY, IA.—The elevator operator who is interested in equipping his house with the latest and best machines designed for his needs would not ask a builder to construct a machine for him, but he might ask him to buy and install such a machine. The builder is familiar with the construction and arrangement and hence recognizes how such machines must be installed for economical operation. Many of the traveling machinery salesmen who attempt to install perfectly good machines, very frequently make such a bungling job of it that the machine gets a black eye and the builder who is finally called in to place the plant in working order is dumfounded by the bungling attempt to go around him. Because the representative of a good machinery house is a good salesman does not insure his being either a good millwright or a competent machinery operator. The experience and the knowledge needed to serve in one capacity is quite foreign to that needed in the other.—J. F. Younglove.

THE EXTENT to which industrial life in Germany has been co-ordinated is shown by the fact that more than 700 German national standards have been adopted. This includes only those in which several different industries are concerned, and which are approved by the central national body. These include fundamental engineering standards as: standard diameters, tapers, sizes of keys, threads, fits, etc.; materials; tools; measuring instruments and gages; machine parts, including handles, ball and journal bearings, etc.; gears; and sizes of paper. No less than 65 special industry committees are actively working on such subjects as the standardization of pipe fittings, piping, and accessories; welding; steel construction; concrete and reinforced concrete; fire fighting equipment; windows, doors and stairways; foundry practice; the printing trades; merchant marine; locomotives; motor trucks; laboratory apparatus; photographic supplies; non-ferrous metals; precision tools; sand, gravel and street paving material; type-

writers; highway bridges; rolling mills; and railway car construction.

### New Flexible Coupling.

The essential pre-requisites for a shaft to run freely is that all the bearings should be in line. When a shaft has but two bearings, this is attainable by ordinary good workmanship, but the difficulty increases when the shaft is of sufficient length to require more than two bearings.

Altho the bearings may be in line, the shifting of grain in elevators from bin to bin, and the loading in and out of various quantities causes a shifting in the building which must throw the shaft out of alignment. When out

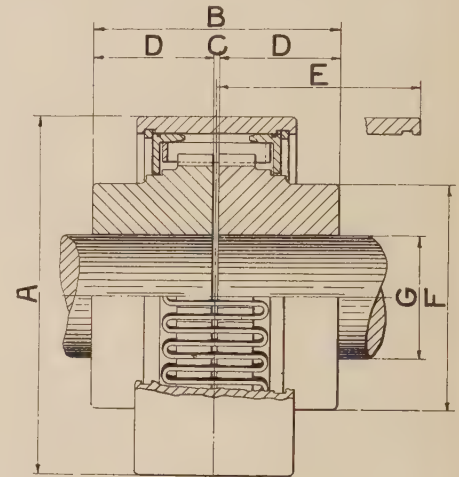


Diagram of Falk-Bibby Coupling.

of alignment, the additional stress on the shaft and the friction on the bearings causes wear and expensive loss of power as well as a dangerous increase in the fire hazard.

Especially in electric drives, any yielding or wear of machine bearings throws undesirable loads on the motor shaft and bearings, with consequent wear and loss of power.

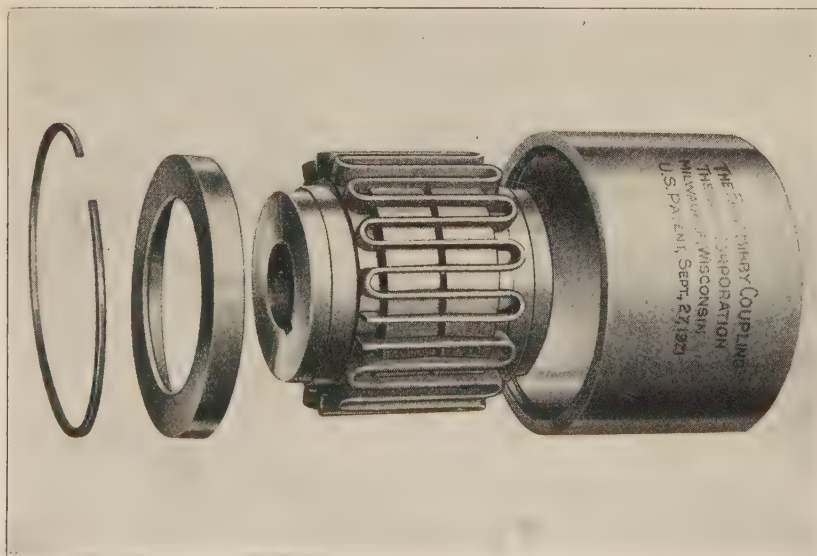
For this purpose the Falk Corporation has placed on the market the Falk-Bibby Coupling illustrated herewith. It is used for the transmission of power between shafts of slight parallel or angular mis-alignment, and can be used to advantage by grain dealers in transmitting power from motor to head pulley or in connecting line shafting.

The coupling does not attempt actual displacement of rigid parts within clearance provided for that purpose, nor does it utilize rubber or any other soft material for accomplishing its results.

It consists, rather, of specially constructed grid springs of tempered steel, thru which power is transmitted between two flanges. The elasticity of these springs affords true flexibility in the full sense of the term and marks a long step forward in the smooth transmission of power from one machine to another. The unusual flexibility of this coupling enables it to withstand an unusual degree of shaft mis-alignment.

The coupling's working parts are enclosed in a floating shell which provides space for the packing of lubricants. It may be disconnected in quick time by simply releasing the shell and removing the springs around the flanges.

The Falk Corporation, manufacturing this coupling, will be pleased to send a catalog to interested readers.



Simple Arrangement of Falk-Bibby Coupling.

"A PRODIGY of Production" is an interesting pamphlet of 20 pages issued by the Kansas State Board of Agriculture. In it are given figures and interesting facts regarding the leading industries of Kansas, together with the natural advantages of the state.



## Suits by J. L. Walker for Defamation?

J. L. Walker of Fort Worth, Tex., writes that he has brot suit against J. L. Frederick of St. Joseph, Mo., for \$1,365,900 damages on account of alleged defamation of character, etc. Similar suits have been brot against A. J. Brunswig, of St. Joseph, and W. R. Ferguson, of Lincoln, Neb., formerly pres. of the Elwood Grain Co., St. Joseph. The three defendants are sued for \$80,000 each by Mrs. M. M. Walker, the total damages in the 6 suits amounting to \$5,240,000.

Failure of Frederick, Brunswig and Ferguson to prosecute a suit started on Nov. 16, 1917, by Brodnax & McLiney gave Mr. Walker an opportunity to start this suit, which he expected to be filed Dec. 4, 1923, in the U. S. District Courts at St. Joseph and Lincoln, Neb. The Brodnax & McLiney suit was dismissed Dec. 11, 1922, by Judge Wilson of the U. S. District Court on motion of defendant, Julian A. Ivy Grain Co.

Mr. Walker in his suit states that Frederick bought up a claim of Brodnax & McLiney for the sole purpose of maintaining a malicious suit and to set up an alleged false and fraudulent claim against Walker in the sum of \$13,000.

Brodnax & McLiney in their suit against the Ivy Grain Co. alleged that "J. L. Walker solely controlled the business of the Walker Grain Co., Ivy Grain Co. and Officer-Smith Grain Co. That for the purpose of converting the corporate funds to his own use Walker made an arrangement with the American National Bank by means of which the accounts were kept in a state of daily overdraft and were by the cashier of the said bank balanced at the close of each day's business by transferring from the individual accounts of the defendants, J. L. Walker and his wife, amounts just sufficient to cover said overdrafts. Thus no funds were allowed to accumulate in said corporation accounts but as fast as any money was made by said corporations, J. L. Walker converted said money to his own use and benefit. That in 1915, 1916 and 1917 garnishments by various creditors were levied upon the said bank against said corporate accounts and in each instance the corporate accounts were found to be in a state of overdraft."

Following are excerpts from the petition in the suits started by Walker against the three defendants:

That one of said false, fraudulent, malicious and slanderous statements so published as aforesaid is as follows: "The defendant J. L. Walker having heretofore in the State of Georgia had two business failures which were wound up by receiverships, and having subsequently failed in business conducted in his wife's name, at Abbott, Tex., which was wound up through an involuntary bankruptcy, and having suffered other business losses occasioned by several different fires, removed from Abbott, Tex., to Fort Worth, and engaged in the grain business in the name of his mother-in-law, Mrs. Julia R. Ivy, which business he conducted in such name until on or about the 10th day of April, 1911, when being an insolvent, individually he caused to be incorporated the said Walker Grain Co., with its office at Fort Worth, Tex., and with an ostensible capital of \$25,000 paid in."

That each and all of said statements are false and known to the defendant and his said attorney to be false and were made with reckless disregard of the truth or falsity of said statements. That the plaintiff had not had two business failures in the State of Georgia which were wound up by receiverships. That this plaintiff did not fail in business at Abbott, Tex., conducted in his wife's name, which was wound up through an involuntary bankruptcy, and the statement therein,

"And having suffered other business losses occasioned by several different fires, removed from Abbott, Texas,"

was intended to create the impression in the public mind and in order to further such intent the said defendant, through his said attorney, circulated and stated numerous false, fraudulent and malicious charges that this defendant

Upon learning of this suit against him, J. L. Frederick, now of Chicago, and formerly of St. Joseph, Mo., stated that he never had had any dealings with J. L. Walker and never had any communications from him.

had set fire to his place of business and that he was an incendiary; that said statements were false and malicious in whole. That the statement therein that this plaintiff engaged in the grain business in the name of his mother-in-law, Mrs. Julia R. Ivy, was made with fraudulent intent, was false and known to be false and was for the purpose of creating the impression and the insinuation that this plaintiff could not conduct business in his own name; whereas at said time and many years prior thereto this plaintiff had conducted business in Fort Worth, Tex., in his own name. That the statement therein that this plaintiff was insolvent on the 10th day of April, 1911, is false and fraudulently made with full knowledge of the facts by the defendant and is made for the purpose of injuring this plaintiff.

That the said defendant caused to be spread upon the records of aforesaid, published and republished, the following false, slanderous and malicious statements concerning this plaintiff:

"The defendant J. L. Walker caused such corporation to be organized for the purpose of dealing in the wholesale and retail buying and selling of grain in such manner as to cause the liabilities incurred in the course of business to fall upon the corporation, which was to be kept insolvent, and process proof for the purpose of defeating past, present and future, creditors, while the profits made by such corporation were intended by the said J. L. Walker to be appropriated and converted to his own use and benefit in such manner as to be placed beyond the reach of the corporation creditors."

That each and all of said statements are false and were fraudulently made for the purpose of injuring this plaintiff from the time of the incorporation of said Walker Grain Co. with an authorized capital stock of \$25,000.00 until the said time of the making of said false, fraudulent and malicious statements aforesaid, the said Walker Grain Co. had at no time had less assets than \$50,000 to \$100,000, all of which was well known to the defendants or could have been ascertained by the exercise of any intelligence or prudence.

## Property in Hands of Court After Bankruptcy.

The U. S. District Court at Fort Worth, Tex., on Sept. 15, 1923, decided in favor of W. W. Wilkinson, trustee in bankruptcy of the Walker Grain Co., and against J. L. Walker and the Massachusetts Bonding & Insurance Co.

On Oct. 7, 1918, on the filing of an involuntary petition in bankruptcy against the Walker Grain Co., the referee appointed Wilkinson receiver and directed him to take charge of all the assets. Before the receiver could take charge the Walker Grain Co. asked the court to review the appointment of the receiver; and a stay of the receivership proceedings was granted upon the filing of a bond for \$25,000 for the benefit of the petitioning creditors.

When the district court later affirmed the order the Walker Grain Co. refused to turn over the assets, amounting to \$37,027, and started another appeal by asking a stay in the Circuit Court, which allowed it on an increase of the bond to \$40,000. The Circuit Court later found the company bankrupt, and that it had been bankrupt on Aug. 16, 1918, the date of the filing of the petition against it.

In the meantime the Walker Grain Co. had paid out and dissipated all the assets, so there was nothing for the receiver to receive. The receiver then brot this suit on the bond. The defense was that the bond was not authorized by any law of the United States and therefore the federal court had no jurisdiction. Technically this is true and the creditors might have lost had not the court gone to the merits of the controversy, saying:

While there appears to be no direct statutory authorization for the referee to stay the hand of the receiver while the alleged bankrupt is reviewing his order of appointment, yet it is inconceivable that the right of review and the right of stay should be given, without any correlative right to exact indemnity from the bankrupt during such period.

These actions, these orders, these proceedings, arose out of and by virtue of and under the laws of the United States, and hence this court has jurisdiction to try out and determine whether a bond given out of this proceeding shall be liquidated, and, if so, in what amount and to what extent. The bond was executed and given under a "general rule" and a "special order" of a court in bankruptcy.—292 Fed. Rep. 395.

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GRAIN DEALERS JOURNAL  
309 So. La Salle St., Chicago, Ill.



## Supreme Court Decisions

**Delay in Furnishing Car.**—In the absence of special agreement by a railroad company to furnish a car ordered by a shipper to be placed at a certain point on a day named by the shipper, the carrier is not liable for necessary delay in delivering such car.—*Lowe v. Davis, Director-General*. Supreme Court of Appeals of West Virginia. 119 S. E. 477.

**Notice of Classifications.**—A shipper is presumed to have notice of the classifications filed by carrier under the federal Act to Regulate Commerce (U. S. Comp. St. § 8653 et seq.) and to have contracted with reference to them.—*O. K. Display Fixture Co. v. Am. Ry. Exp. Co.* Municipal Court of City of New York. 201 N. Y. Supp. 266.

**The liability of a telegraph company** for negligence in transmission or delivery of an interstate telegram is controlled by federal law under Act. Cong. June 18, 1910, and not the state statute (*Burns' Ann. St. 1914, § 5781*), imposing a penalty for failure to transmit a telegram.—*W. U. Tel. Co. v. Myers*. Appellate Court of Indiana. 141 N. E. 85.

**Representation of Quality.**—Representation by seller of beet pulp that it was "number 1" and "first class" was representation that it was of good quality and in good condition, and was not of inferior quality, damaged, off grade, in bad condition, injurious, unsafe or unfit for feeding purposes.—*Pacific Feed Co. v. Kennel*. District Court of Appeals, California. 218 Pac. 274.

**Crop Mortgage.**—A mortgage on all crops grown during certain years in which the mortgagor might be interested was a nullity as to crops grown on a place in which mortgagor, at the time of the execution of the mortgage, had no interest or agreement to acquire an interest, and cannot be given effect as an agreement to mortgage.—*E. J. & J. W. Moring v. Helms*. Supreme Court of Alabama. 97 South. 647.

**Evidence of Gambling Intent.**—In an action based on account stated, arising from transactions of purchases and sales of commodities made in behalf of defendant's estate, where the principal issue was whether future delivery was intended or whether he was merely making wagers, evidence by defendant to show testate's financial inability and lack of facilities for handling or storing grain or cotton held competent to show testate's intention.—*Price v. Barnes' Estate*. Supreme Court of Missouri. 254 S. W. 33.

**Shipper's Weight.**—Where a contract is entered into between parties for the sale of grain on shipper's weight, other weights cannot be substituted for the shipper's weight, except by agreement between the parties. If the shipper bills to the purchaser a shipment of grain on shipper's weight and the carrier weighs the grain en route and shows an increased weight, the commission merchant cannot enforce settlement on the carrier's weight but is bound by the shipper's weight.—*Payne, Fed. Agt. of Railroads v. Nash*. Supreme Court of Oklahoma. 218 Fed. 838.

**Crop Mortgages.**—Where the first and second crop mortgagees, in settling accounts at the end of the crop season, treated the first mortgage as providing for future advances, neither the second mortgagee nor its successors could thereafter set up the fact that the mortgage did not so provide. A mortgage for future advances is valid, and advances made thereunder are superior to a subsequent mortgage, even though the mortgage attached prior to the time the advances were made.—*Eltopia Finance Co. v. Colley*. Supreme Court of Washington. 219 Pac. 24.

**Seller's Remedy for Buyer's Refusal of Goods.**—Under Sales Act Pa. 1915, § 64 (Pa. St. 1920, § 19712), where a buyer refuses to accept and pay for the goods, the seller may retain them and sue the buyer for damages for non-acceptance, and the measure of such damages is the difference between the contract price and the market price at the time or times when the goods ought to have been accepted.—*Roomberg v. Borden*. U. S. Circuit Court of Appeals. 292 Fed. 321.

**Garnishment of Funds in Hands of Bank.**—Where a bank having been made a party to garnishment proceeding and claiming funds held by the garnishee, another bank failed to appear at the trial of the garnishment case, held, that a default judgment in favor of the garnishee and against such impleaded bank as claimant could not be sustained where there was no pleading on behalf of the garnishee asserting any indebtedness against such claimant.—*Pearlstone Mill & Elevator Co. v. C. E. Patterson & Security National Bank*. Court of Civil Appeals of Texas. 254 S. W. 653.

**Seller of Seed Entitled to Replace It Before Planting.**—Where a purchaser of seed potatoes, after being informed that they were unfit for seed by an experienced grower employed to plant them, proceeded to have them planted without notifying the seller, or giving him an opportunity to mitigate damages, he was not entitled to recover consequential damages after failure of the potatoes to grow.—*Wapato Fruit & Cold Storage Co. v. Denham*. Supreme Court of Washington. 219 Pac. 30.

**"Usage" and "Custom."**—The word "practice," within an instruction referring to the practice of a particular business, is a synonym for "usage" and "custom," though there is a distinction between a usage and a custom the latter being a part of the common law while a usage is the law of the particular case governing the parties. To charge a corporation operating vessels with constructive knowledge of the methods of business pursued by each shipper in making his contracts of sale and collecting the purchase price would be unreasonable and a usage which is not reasonable is not binding. The Emergency Fleet Corporation, engaged in the transportation of goods, including grain, by vessel, is not thereby charged with knowledge of a usage binding on shippers of grain, since the business of shipping grain is different from that of carrying it.—*U. S. Shipping Board Emergency Fleet Corp. v. Levensaler*. Court of Appeals of District of Columbia. 290 Fed. 297.

**Broker Not Required to Return Margin Lost.**—A petition alleging that defendant contracted to and did purchase wheat for plaintiff for future delivery at agreed prices, that plaintiff deposited certain sums as agreed to protect defendant against loss from a falling market and that defendant, in violation of the contract, sold the wheat, charged plaintiff's entire deposit against him as a loss and converted the major portion to his own use, but containing no allegations as to a rise or decline in price, what part of the deposit was actually wiped out, or rescission within a reasonable time, held insufficient to authorize recovery of the entire deposit on the theory of rescission, conversion or money had and received, though liberally construed, as required by Rev. St. 1919, § 1257, without adopting the pleader's conclusions or being unduly influenced by the prayer for relief; the contract alleged not being wholly executory, or such that the parties could be put in statu quo.—*E. Mason Roberts v. Lorenzo E. Anderson & Co.* St. Louis Court of Appeals, Missouri. 254 S. W. 723.

**Right of Inspection.**—Where goods are ordered of a particular quality which the seller undertakes to deliver to a carrier to be forwarded to the buyer at a distant place, the right to inspection, in the absence of a specific provision in the contract, continues until the goods are received and accepted at their ultimate destination.—*Industrial Lumber Co. v. Northside Lumber & Building Co.* Court of Civil Appeals of Texas, 254 S. W. 512.

**Allowance of Refund to Shipper by Public Service Commission.**—Where the Public Service Commission ordered a carrier to pay a shipper's claim for a refund, and the shipper brought suit thereon in the district court, which rendered judgment for plaintiff, the suit was not of the class referred to in Const. 1921, art 6, § 5, relating to suits brought against the Public Service Commission contesting its orders fixing rates, etc., and providing for a summary trial, but was within Act No. 175, of 1912, § 3, declaring that, if a railroad fails to comply with an order of the Commission for the payment of money, complainant may file suit which shall proceed in all respects like other civil suits for damages, and defendant therein is entitled to appeal to the Court of Appeal.—*Henderson Cotton Oil Co. v. Louisiana Railway & Navigation Co.* Supreme Court of Louisiana. 97 South. 751.

**Conspiracy to Steal from Interstate Shipments.**—Evidence that cotton seed meal had been stolen from cars destined for interstate shipment in quantities showing it must have occurred where the meal could be stored, which could have been only at the warehouse of which one defendant was manager, with proof that sacks of such meal were unloaded at the warehouse and the tags taken therefrom and burned, and that the manager had sold such meal on his own account, some of it below market price, and that the other defendant, who was in charge of switching the cars, alone could have placed them at the warehouse and likewise was interested in the market for such meal, held sufficient to sustain a conviction of the two defendants for conspiracy to steal the meal from interstate shipments.—*In re T. J. Halbert, mgr. Riverside Elevator & Warehouse, Memphis, and C. A. Cleaves, R. R. Engine Foreman*. U. S. Circuit Court of Appeals. 290 Fed. 765.

LESSENING foreign demand for the grain is caused principally by increased production in Europe, stated Gray Silver, American Farm Bureau Federation, upon his return from Europe. Other causes for the slump are the unstable monetary exchange and the tariff which prevents the Europeans from trading their goods for United States grain. The bureau men found that while this country leads in agricultural methods, Europe is progressing fast and may challenge the United States leadership.

### Oral Contract No Defense.

The Supreme Court of Oklahoma decided against U. S. Jeffries of Chelsea, Okla., on Oct. 9, 1923, in a suit brought by C. K. Colton and others to recover \$959.39 for wheat and oats sold and delivered.

The defense was that plaintiffs had orally contracted to deliver their entire crop, but after delivering a part, failed to deliver the remainder, the market price having advanced; and that defendants having sold in advance were compelled to go into the market and pay an advance of 10 cents on oats and 35 cents per bushel on wheat to fill their contracts, at a loss of \$1,293.42. They counterclaimed for the difference of \$334.03, admitting the grain delivered at the elevator to have been worth \$959.39. The jury gave judgment against the operators of the elevator and this was sustained because defendants did not furnish sufficient evidence, the Supreme Court giving judgment against Lyly Jeffries, J. B. Nilam and P. S. Lee, sureties, in the sum of \$1,097.77 with interest at 6 per cent from Jan. 21, 1920.—219 Pac. Rep. 97.

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## Terminal Market Rules Not Included by "Weights and Grades."

McKenna & Dickey of Chicago, Ill., plaintiffs, v. Embry E. Anderson of Memphis, Tenn., defendant, before the Arbitration Appeals Com'te of the Grain Dealers National Ass'n, composed of Elmer Hutchinson, W. W. Manning, Jno. S. Green and A. S. MacDonald.

The whole question in this case is whether all of the rules of the Chicago market are intended to be invoked or only those strictly relating to the weighing and inspecting of the grain under contract, when such rules are at variance with the Grain Dealers National Ass'n rules.

The following evidence is introduced and not in dispute:

Telegram.

Memphis, Tenn., 1:18 P. M., Jan. 6, 1923.

McKenna & Dickey.

Embry Anderson bids 49 delivered 10,000 delivered 3 white oats testing 30 or better shipment preferably after fifteenth answer quick.

L. E. Miller & Company.

Telegram.

Chicago, Ill., Jan. 6, 1923.

L. E. Miller & Co.,  
Memphis, Tenn.

If you accept 1/4 cent brokerage book Anderson 10,000 3 white oats 49 15 days testing 30 lbs. confirm.

McKenna & Dickey.

Telegram.

Memphis, Tenn., 4:40 P. M., Jan. 6, 1923.

McKenna & Dickey,

Chicago, Ill.

Answering confirm Anderson absolutely (10,000) affixing (3 white oats) commodity (49) delivered boundless (15 days) brandy (1/4) brokerage.

L. E. Miller & Company.

Broker's Confirmation.

Shipper's Copy. Order No. 551.

L. E. Miller & Co.,

Brokers, Lee Building, Memphis, Tenn.

January 6, 1923.

SELLER, McKenna & Dickey, Chicago.

BUYER, Embry E. Anderson.

DESTINATION, Memphis, Tenn.

SHIP, within 15 days, preferably after January 15th.

TERMS, Chicago official weights and grades.

10,000 bus. No. 3 white oats (bulk) testing 30 lbs. or better, 49c per bushel bulk delivered Memphis.

Charge and send all papers to E. E. Anderson, Memphis, Tenn.

Yours truly,

L. S. Miller & Company.,

Per: L. E. Miller.

No exception to this confirmation was made by either party.

Evidence further shows that two cars of these oats were shipped on Jan. 22, 1923, and accepted by the appellee, and that upon Jan. 23, 1923, four more cars containing 6,700 bus. were weighed, inspected and billed out of Chicago to complete this sale, and that the papers arrived at Memphis on Jan. 26, 1923, at which time the appellee wired rejection of the shipments for the reason, as he claimed, they were not shipped within contract time and the appellants were compelled to resell these cars at a loss of \$226, for which they ask judgment.

Appellants base their arguments upon two theories. The first, that the wire of confirmation arriving at the telef. office in Chicago at 4:40 p. m. on Saturday, Jan. 6, 1923, was too late to be delivered at their office that afternoon and that delivery was not made until on Monday morning, Jan. 8, also the written confirmation of the brokers, L. E. Miller & Co., being received on the same date, was the date that they received full billing instructions and would thus be the date from which they would compute "time of shipment," and this would make the last date for shipment on January 23, 1923, claiming the trade was made upon full Chicago terms. Giving as their authority Rule 22, Sec. 17, page 59, of the Rules, By-Laws and Regulations of the Chicago Board of Trade, reading as follows:

"In making contracts, a specific number of days shall be mentioned and shall mean calendar days, excluding date of sale in which to load and ship the grain from the date of the receipt of full shipping directions at point of shipment."

The second theory is upon the fact that the brokers' wire initiating this trade read "shipment preferably after the fifteenth" and in the written confirmation "Ship within 15 days, preferably shipment after January 15th" and that this would infer that this contract would provide that the shipping time would commence on January 15th and expire on January 30.

In its decision com'te No. 5 said:

"That this transaction was not made under the rules of the Chicago Board of Trade, nor necessarily under the rules of the Memphis Merchants Exchange, but its basis was 49c per bushel, bulk, delivered Memphis for No. 3 white oats, testing 30 pounds or better, Chicago official weights and grades to govern the settlement."

"This com'te finds that shipment was to be made within 15 days from the morning of Jan. 7,

which would be the morning of Jan. 22; and taking note of defendant's expressed preference for shipment after Jan. 15, would respectfully say to plaintiffs that their shipping dates, granting they were pleased to accommodate defendant in the matter of delaying past Jan. 15, were the following days: Jan. 16, 17, 18, 20 and 22, the 21st being Sunday. Going further, this com'te will say that having allowed the available shipping days to go by without passage of any sort of communication from plaintiffs at Chicago to defendant at Memphis with reference to wishes of defendant in the matter of shipping date, plaintiffs were estopped from choosing Jan. 23 as a shipping date and that, therefore, defendant's position is correct when he states that the oats were not shipped within contract time.

"This com'te can only recognize that action upon the part of the plaintiffs which sought to favor defendant by shipping after Jan. 15 as the extension of a courtesy which very often shippers are willing to extend."

This we would affirm with the exception of the expiration date as quoted, January 22, 1923. Trade Rule No. 5, first paragraph, of the Trade Rules of the Grain Dealers National Ass'n reads as follows:

"Time of shipment or delivery; in making contracts a specific time in which shipment or delivery is to be made shall be mentioned. Any given number of days shall mean calendar days excluding date of sale in which to load and ship grain to apply on a sale for shipment, or to deliver at the agreed destination, grain sold for delivery."

The fact that the broker chose the agency of the Postal Telegraph Company, to initiate this trade, and the appellants accepted the same agency in their reply, would bind both parties to this agency, and the evidence shows that the said agency had in Chicago at 4:40 p. m. on Jan. 6, the wire confirmation of the trade from the brokers and only by the acts of the appellants were they unable to deliver this wire to appellants' office, and these wires contained no request for awaiting billing instructions, but did contain enough information for intelligent billing of the contract. Therefore we would find that the contract was fully consummated on Jan. 6, 1923, and that the 15 day shipping period would commence from that date, and the expiration of the shipping period would be January 21, 1923.

It is therefore our decision that the appellee, Embry E. Anderson, owes the appellants, McKenna & Dickey, nothing on this contract, and that the costs of arbitration and appeal be paid by McKenna & Dickey.

### Dissenting Opinion.

Henry A. Rumsey, of Chicago, a member of the com'te, filed the following dissenting opinion:

I must respectfully disagree with the decision of the majority of the com'te and say that my vote is in favor of the plaintiff firm, for the reason that there being no punctuation whatever between the printed word "terms" and the typewritten words, "Chicago official weights and grades," on the original confirmation, indicates clearly, to my mind, that the word "Chicago," applies to the word "terms," as well as "official weights and grades," so that in my opinion the contract called for application of Chicago terms as well as official weights and grades.

THE HORSE ASS'N of America held its annual convention at Chicago, Dec. 5, with more than 300 guests and members in attendance. The past, present and future of the horse were the chief considerations of the members. Officers elected are W. S. Dunham, Wayne, Ill., pres.; R. L. Smith, New York City, 1st vice-pres.; F. H. Sweet, Kansas City, Mo., 2nd vice-pres.; Wm. M. Brezette, Indianapolis, Ind., treas.; Wm. E. Murphy, Philadelphia, ass't sec'y; and Wayne Dinsmore, Chicago, sec'y.

## Suit for Non-Delivery of Livestock to Pool.

Suit has been filed in Iowa against John Wier for \$18.52 and Russell Carrier for \$3.10 by the Clear Lake Co-op. Livestock Shippers Ass'n on account of refusal to pay damages to the ass'n of 25 cents per hundredweight on all livestock sold to other concerns. The penalty is provided for in the shipping ass'n's contract which both men had signed.

The Iowa courts decided some years ago in the Reeves-Decorah case that the penalty clause in the producer's contract was a violation of the Anti-Trust laws, but the ass'n contends that the co-operative law passed in 1921 legalizes collective bargaining by farmers and therefore nullifies the Reeves-Decorah decision.

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### GRAIN DEALERS JOURNAL

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## Patents Granted

**1,474,827. Granary.** Harry Bernard Jones, Chicago, Ill. The granary consists of a fabricated steel framework, substantially circular wall portions formed of slabs at opposite sides of the framework, and rods extending about the wall portions at each side and tightened between the end of the framework for holding the slabs in tightened contact.

**1,476,131. Method of Treating Garlicky Wheat.** Ralph L. Winters and John H. Winters, Clarks-ville, Tenn. The method of treating garlicky wheat consists of cleaning and scouring the wheat, adding to the wheat a dehydrating compound, storing the wheat for a prolonged period to permit the dehydrating compound to act upon the onions and garlic contained therein and recleaning the wheat.

**1,476,045. Bag Holder.** William J. Borlase, Philadelphia, Pa. The bag holder has means providing undercut notched portions spaced apart and downward over and into which parts of the mouth of the bag can be turned after the bag has been moved horizontally and there-between; a transversely extending stretching head is movable toward and from a plane passing thru the undercut notched portions.

**1,474,683. Ventilating Storage Bin.** Frank Morton, Muskogee, Okla. The bin comprises of an upright hollow body, a hopper bottom therefor having a normally closed outlet opening, a false bottom located above and in spaced parallel relation to the first named bottom and likewise formed with a discharge opening registering with the first named opening, a pipe leading thru the first bottom near one outer edge thereof and communicating with the space between the two bottoms, and means for forcing air under pressure thru the pipe.

**1,474,681. Platform Scale.** Joseph J. Magrady, Chicago, Ill. The platform scales have a centrally located transversely extending beam actuating lever, a pair of connecting levers pivotally supported at their outer ends and extending longitudinally in alignment upon opposite sides of and connected at their inner ends to the beam actuating lever at a point intermediate the ends of the latter, and main supporting levers converging in groups adjacent to the outer ends of the connecting levers, each of the main levers being independently mounted and connected at the center of its respective group to the respective connecting lever intermediate the ends of the latter.

**1,473,845. Collapsible Granary.** Ambrose Gardon, Meacham, Sask., Can. The collapsible granary comprises a flexible waterproof body member, reinforced and continuous, supporting posts arranged upon the body member, means for anchoring the posts in upstanding position, posts having reduced end portions, a flexible waterproof roof member connected with the body member, the roof member having an opening formed therein and reinforced around its edges, a cover member carried at one edge of the opening and adapted to be secured along the remaining edges thereof and a center post for the roof member.

**1,475,759. Bag Closer.** Ira T. English, Portland, Ore. The machine for sewing sacks has a combination of a sewing head having a horizontal needle with a supporting frame secured to the head and provided with grooved wheels, a channel iron whose side members form tracks for the wheel, side supports for the channel iron, a horizontal main shaft carried by the frame transversely to the track, a motor on the frame adapted to rotate the main shaft, a friction clutch between the motor and shaft, a pulley secured on the main shaft and arranged to drive the sewing head, a vertical shaft bearing in the frame, a worm on the main shaft driving a worm wheel on the vertical shaft, a claw clutch on the vertical shaft adapted to lock the worm wheel to the vertical shaft, a pinion on the vertical shaft on the upper side of the frame, a rack on the channel iron between the tracks adapted to mesh with the pinion and a treadle mechanism adapted to actuate the friction and claw clutches.

### Insurance Notes.

**SUMMIT, IA.**—J. Auracher has filed suit against the Wabash railroad for \$11,000 on grounds that sparks from a locomotive set fire to his elevator and destroyed it some time ago. The case will be heard in the federal court at Omaha.

WEAK foundations cause accidents and many fires in elevators. Many elevators do not have a foundation of sufficient strength to carry the load when the house is full and settling of the entire building is the result. Recently a northwest elevator burned because the house settled and thru the head out of line. Foundations should be very solid and the time to consider is before the house is built.

IF GOVERNMENTS will stop experimenting for a time and merely lend a helping hand occasionally, the whole problem of the grain movement will work itself out to the best advantage of all interests.—*Grain Trade News, Winnipeg.*

## Books Received

**STATISTICS OF KANSAS CROPS** and a brief review of the agricultural and live stock activities of that state is given in a 27-page pamphlet issued recently by J. C. Mohler, sec'y Kansas State Board of Agriculture. It is profusely illustrated and gives statistics on farming, cattle-raising, horses, swine, and poultry.

**OBSERVATIONS ON AN OUTSTANDING AMERICAN INDUSTRY—CEMENT** is an enlightening exposition on the growth and expansion of the great cement industry since the beginning of time. The writer, Edward Hungerford, has looked at the cement industry from the outside and his recorded observations are pleasingly presented. Paper bound, 37 pages. Published by the Portland Cement Ass'n, Chicago, Ill.

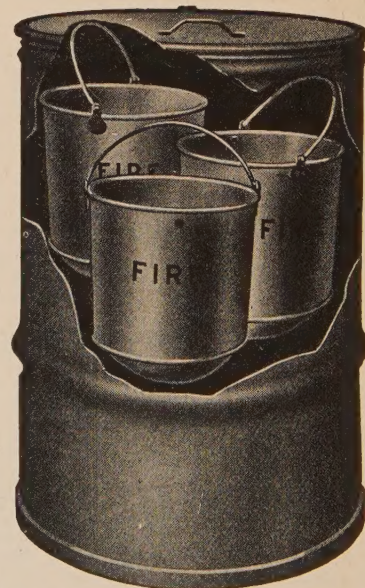
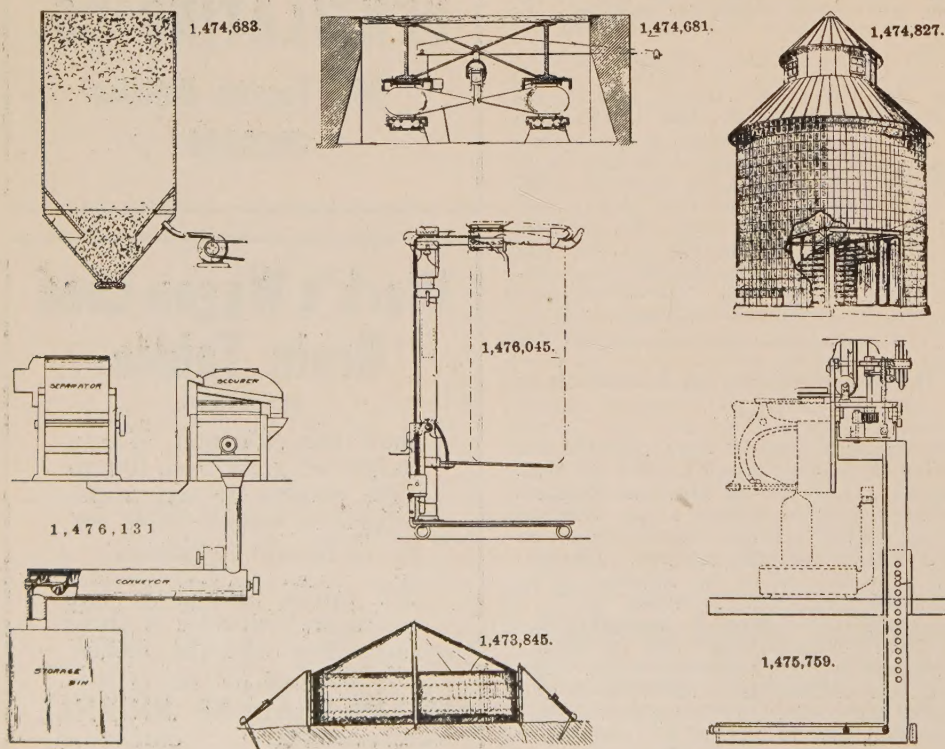
### Intensive Cultivation Here and in Europe.

American farmers produce individually 2-3/10 as much as British farmers, 2½ times as much as Belgian or German farmers and 6 times as much as Italian farmers, it was stated by James R. Howard, president of the National Transportation Institute, at a farm shippers conference here this week.

"The erroneous idea has generally obtained that American farmers were not much good at intensive cultivation. Most people think that the American farmer does not raise nearly so much to the acre as the European farmer.

"The exact contrary is the case. Figuring both acreage and yield per acre the American farmer is from two to ten times more efficient than any other farmer in the world. That is the reason that in the 30 years from 1890 to 1920 our farm population decreased from 64.6 percent to 48.6 percent. In the same period our wheat production increased from 400 million bus. to more than 800 million bus. annually, and our corn production from less than a billion and a half bushels to more than three billion bushels."

EXPORTATION of wheat from Italy without license has been permitted since Aug. 8, 1923. Previous to that date wheat had been licensed since Aug. 1, 1914.



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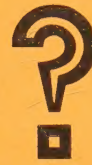
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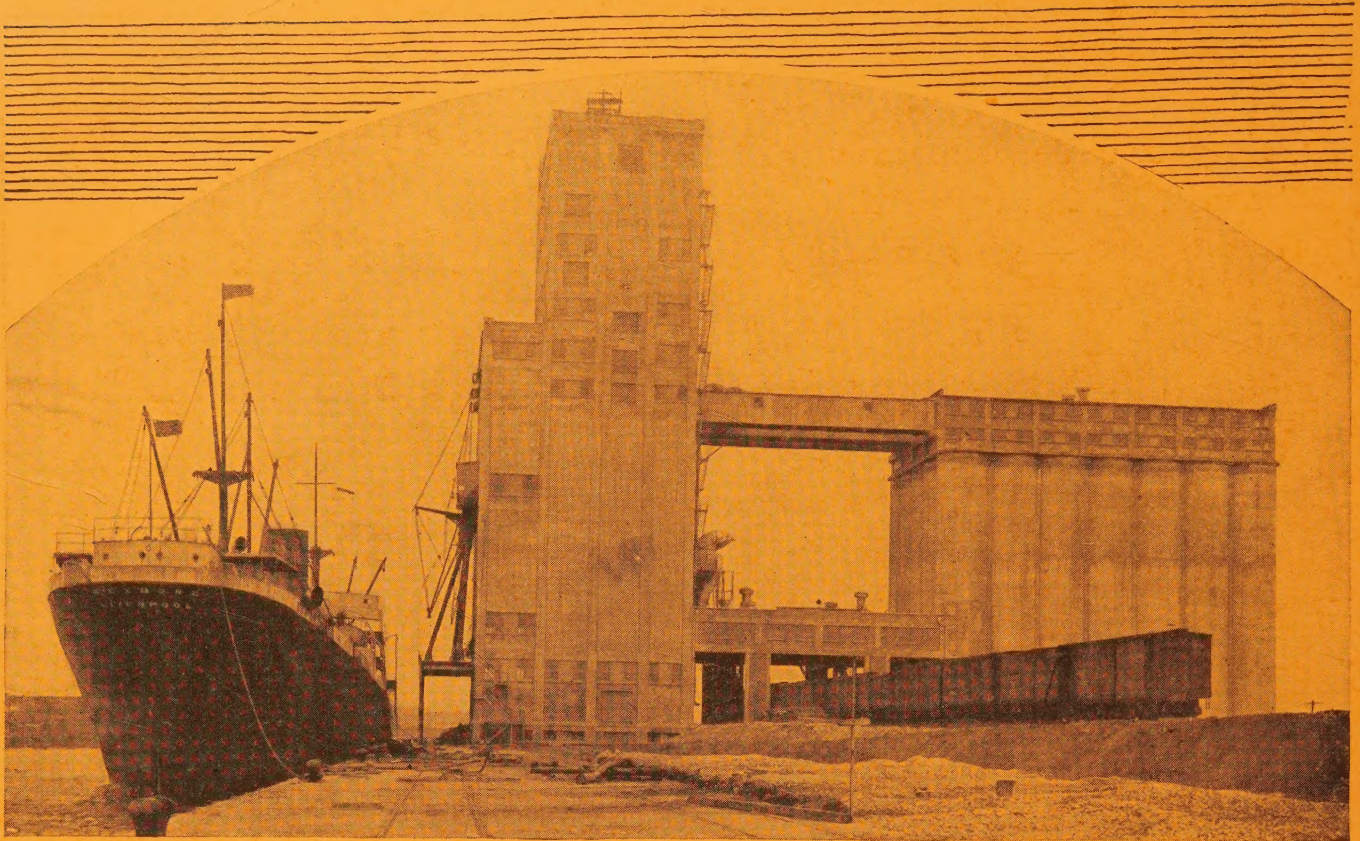
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